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DUN'S REVIEW

A Weekly Survey of Business Conditions
in the United States and Canada

June 4, 1927

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WHOLESALE QUOTATIONS OF COMMODITIES

Corrected Each
week to Friday

ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year		
APPLES: Common.....	3.00	3.00	Gambier.....	lb	9 1/2	10 1/2	Palm, Lagos.....	lb	8	8
Fancy.....	6.50	8.00	Indigo, Madras.....	"	1.13	1.18	Petroleum, cr., at well.....	bbl	2.90	3.62
BEANS: Marrow, choice.....	6.75	7.25	Prussiate potash, yellow.....	"	18 1/2	18 1/2	Kerosene, wagon delivery, gal.....	"	15	17
Pea, choice.....	6.00	5.15	Indigo Paste, 20%.....	"	14 1/2	14 1/2	Gas' e auto in gar., st. bbls.....	"	19	21
Red kidney, choice.....	7.25	9.00	FERTILIZERS:				Min. imb. dark filtered E.....	"	26 1/2	29 1/2
White kidney, choice.....	"	8.00	Bones, ground, steamed 1/4% am. 60% bone phosphate, Chicago.....	ton	28.00	28.00	Dark filtered D.....	"	30	29 1/2
BUILDING MATERIAL:			Muriate potash, 80%.....	"	36.40	34.90	Paraffin, 968 spec. gr.	"	24	24
Brick, Johnson R., com.....	1000	18.50	Nitrate soda.....	100 lbs	2.60	2.60	Wax, ref., 125 m. p.	lb +	4 1/2	6 1/2
Brick, Portland, Northampton, Pn., Mill.....	"	1.85	Sulphate ammonia, domestic f.o.b. works.....	"	2.40	2.55	Rosin, first run, gen.	lb +	57	64
Lath, Eastern spruce.....	1000	6.50	Sulphate potash bs. 90%.....	ton	47.30	45.85	Soya-Bean, tank, coast, prompt	"	9 1/2	10
Lime, f.o.b. factory, 200-lb bbl.....	1.90	1.90	FLOUR: Spring Pat.	196 lbs	7.65	8.35	Spot,	"	14	14
Shingles, Cyp. Pr. No. 1.....	1000	13.00	Winter, Soft Straight.....	"	6.85	7.40	PAINTS: Litharge, Am.	lb	9	10
Red Cedar, clear.....	1000	4.16	Fancy Minn. Family.....	"	9.35	9.95	Ochre, French.....	"	3 1/2	3 1/2
BURLAP, 10 1/2-oz. 40-in. yd.....	"	8.65	GRAIN: Wheat, No. 2 R.	bu	1.61 1/2	1.73	Paris, White, Am.	100	1.25	1.25
8-oz. 40-in.	"	6.70	Corn, No. 2 yellow.....	"	1.22 1/2	86 1/2	Red Lead, American.....	"	10	11
COAL: f.o.b. Mines.....	ton		Oats, No. 3 white.....	"	63	49 1/2	Vernonillo, English.....	"	1.80	1.45
Bituminous.....			Rye, No. 2.....	"	1.26 1/2	98 1/2	White Lead in Oil,	"	14 1/2	15 1/2
Navy Standard.....	"	\$2.60-\$2.85	Barley, malting.....	"	1.10 1/2	84	" dry,	"	9 1/2	9 1/2
High Volume Steam.....	"	1.50-1.75	Hay, No. 1.....	100 lbs	1.30	1.40	Whiting, Commercial.....	100	85	100
Anthracite:			Straw, lg. rye, No. 2.....	"	1.22 1/2	1.05	Zinc, American.....	"	6 1/2	7 1/2
Stove (Independent).....	"	8.50-8.75	HEMP: Midway, ship.....	lb +	16 1/2	14	" F. P. R. S.	"	9 1/2	10 1/2
Chestnut (Independent).....	"	8.00-8.35	HIDES, Chicago:				PAPER: News roll,	100 lbs	3.25	3.50
Pea (Independent).....	"	6.00-6.50	Packer, No. 1 native.....	lb	119	14	Book, S. S. & C.	"	6.50	6.50
Chestnut (Company).....	"	8.75-9.05	No. Texas.....	"	17 1/2	14	Writing, tub-sized.....	"	10	10
Pea (Company).....	"	8.25-8.45	Colorado.....	"	17	12 1/2	No. 1 Kraft,	"	6.25	6.25
Cotton, No. 7 Rio.....	"	6.00-6.50	Cows, heavy native.....	"	18	12 1/2	Boards, chip.....	ton	40.00	42.50
Santos No. 4.....	"	15 1/2 19 1/2	Branded Cows,	"	17	12 1/2	Boards, straw,	"	52.50	55.00
COTTON GOODS:			No. 1 bld. hides,	"	10 1/2	10 1/2	Boards, wood pulp,	"	75.00	67.50
Brown sheetings, Standard yd +	11 1/2	13 1/2	No. 1 extreme,	"	19 1/2	13 1/2	Sulphite, Dom. bl.,	100 lbs	3.75	3.75
Wide sheetings, 10-1/2.....	52	56	No. 1 Klp,	"	16 1/2	14	Old Paper, No. 1 Mix,	"	37 1/2	45
Brunched sheetings, stand.....	"	17	No. 1 calfskins,	"	16 1/2	15	PEAS: Yellow split,	"	6.00	5.75
Brown sheetings, yd.....	"	11 1/2	Chicago City calfskins,	"	20	17 1/2	PLATINUM,	oz	71.00	105.00
Standard prints,	"	8%	HOPS: N. Y. prime '26.....	"	55	55	PROVISIONS, Chicago:			
Brown drills, standard.....	"	11	JUTE: Shipment,	"	6 1/2	10	Beef, steers, live,	100 lbs	11.25	10.00
Staple ginghams,	"	9	LEATHER:				Hogs, live,	"	9.30	14.00
Print cloths, 33 1/2-in. 64x60	"	7 1/4	Union backs, t.r.	"	45	38	Lard, N. Y. Mid. W.	"	13.15	17.00
Hose, belting duck,	"	31-33	Scoured oak-backs, No. 1,	"	48	43	Pork, mess,	bbl	32.00	38.75
DAIRY:			Belting, Butts, No. 1, light,	"	57	58	Lambs, best fat,	100 lbs	15.25	15.25
Butter, creamy, extra.....	lb +	43	LUMBER:				Sheep, fat ewes,	"	7.25	7.25
Cheese, N. Y., Fresh spec.	"	22	Western Hemlock, No. 1, rough,	per M ft	32.00	30.50	Short ribs, sides 1'se,	"	12.62	18.00
Cheese, N. Y., fine held spec.	"	27	White Pine, No. 1 Barn, 1x4",	"	71.00	71.00	Bacon, N. Y., 140n down,	"	18 1/2	22 1/2
Eggs nearby, fancy,	doz.	29	FAS Quartered Wh., Oak, 4 1/2",	"	159.00	159.00	Hams, N. Y., big, in tcs,	"	18 1/2	27 1/2
Fresh gathered, firsts,	"	21	FAS Plain Red Gum, 4 1/2",	"	119.00	119.00	Tallow, N. Y., sp. loose,	"	7 1/2	8 1/2
DRIED FRUITS:			FAS plain Red Gum, 4 1/2",	"	110.00	107.00	RICE: Dom. Fancy head,	"	8	8
Apples, evaporated, choice,	lb	9 1/2	FAS Poplar, 4 1/2", 7 to 17",	"	121.50	121.50	Blue Rose, choice,	"	5	7 1/2
Apricots, choice 1926,	"	19 1/2	FAS Ash 4 1/2",	"	107.00	112.00	Foreign Saigon No. 1,	"	3.75	3.75
Currants, cleaned,	"	22	FAS Birch, Red, 4 1/2",	"	45.00	50.00	RUBBER: Up-River, fine,	"	36 1/4	36 1/4
Lemon peel,	"	11 1/2	FAS Cypress, 4 1/2",	"	125.00	135.00	Plan, 1st Latex crude,	"	40%	43
Orange peel,	"	16	FAS Chestnut, 4 1/2",	"	96.25	102.50	SALT: Table,	200-lb. sack	1.90	2.15
Peaches, Cal. standard,	"	9	FAS Chestnut, 4 1/2",	"	102.50	105.00	SALT FISH:			
Peaches, Cal., 1926, 25-lb. box,	"	35	FAS Poplar, 4 1/2", 7 to 17",	"	170.00	175.00	Mackerel, Norway fat,			
Raisins, Mal. 4-cr.,	"	8 1/2	FAS H. S. Pine, 4 1/2",	"	91.00	105.00	No. 3,	bbl	†	23.00
Cal. standard loose mus,	"	8 1/2	Canadian Spruce, 2x4",	"	36.50	....	Cod, Grand Banks,	100 lbs	10.00	10.00
DRUGS AND CHEMICALS:			N. C. Spruce, 4 1/2",	"			SILK: Italian Ex. Clas.,	lb	6.45	6.50
Acetanilid, U.S.P., bbls,	lb	35	Edge, under, 12" No. 2 and Better,	"	56.25	60.50	Japan, Extra Crack,	"	5.81	5.10
Acid, Acetic, 25-deg., 100	"	3.37 1/2	Yellow Pine, 3x12",	"	61.00	60.00	SPICES: Mace,	"	1.00	1.10
Carbolic, drums,	"	22	FAS Basswood, 4 1/2",	"	85.00	80.50	Cloves, Zanzibar,	"	22	25 1/2
Citric, domestic,	"	45 1/2	Common Fir, Rough,	"	32.50	31.50	Nutmegs, 105s,	"	38	48
Muriatic, 15%,	"	90	Cal. Redwood, 4 1/2",	"			Ginger, Cochin,	"	14	14
Nitric, 42%,	"	8.50	Clear,	"			Pepper, Lampung, black,	"	32 1/2	24 1/2
Oxalic,	"	11	North Carolina Pine, 18/16x8",	"	78.00	83.00	" Singapore, white,	"	47	54
Stearic, double pressed,	"	11	Roofers, 18/16x8",	"	31.75	32.75	" Mombasa, red,	"	23 1/2	10 1/2
Sulphuric, 60%,	"	52	Wool:				SUGAR: Cent. 96°,	100 lbs	4.80	4.14
Tartaric crystals,	"	35	2nd.	"			Fine gran., in bbls,	"	6.10	5.45
Fluospar, g'vel, 85% mi., ton,	32.00	22 1/2	Common,	"			TEA: Formosa, fair,	lb	24	24
..... acid, 98%,	36.00	45.00	Medium,	"			Fine,	"	34	35
Alcohol, 190 Proof U.S.P., gal,	5.86	4.94 1/2	Gray forge, Pittsburgh,	"	19.76	20.76	Japan, low,	"	20	20
wood, 95%,	"	43	No. 2 South Cincinnati,	"	21.68	25.69	Best,	"	60	60
"	"	43	Billets, Bessemer, Pittsb'hd,	"	33.00	35.00	Hysion, low,	"	26	35
Bearwax, African, crude,	"	38	Open-hearth, Pittsburgh,	"	39.00	40.00	Firsts,	"	45	45
..... white, pure,	"	58	Wire rods, Pittsburgh,	"	42.00	42.00	TOBACCO, Louisville '26 crop:			
Bicarbonate soda, Am., 100	"	2.25	Oil, rags, by, at mill,	"	2.22	2.22	Burley Red—Com., alt.,	lb	8	10
Bleaching p o w d e r, over 34%,	"	2.25	Iron bars, Chicago,	"	2.00	2.00	Common,	"	10	13
Borax, crystal, in bbl,	"	2.00	Plates, Pittsburgh,	"	1.80	1.90	Medium,	"	12	15
Bromite, crude dom., ton,	23.00	23.00	Beams, Pittsburgh,	"	1.80	1.90	Burley—color—Common,	"	27	25
Calomel, American,	lb	1.96	Sheets, black, No. 24, Pittsburgh,	"	3.25	3.35	Medium,	"	13	16
Camomil, domestic,	"	1.2	Wires, Nails, Pittsburgh,	"	3.00	3.25	SPICES: Mace,	"	1.00	1.10
Castor Oil, No. 1,	14.00	14.10	Wire Barrels, galvanized,	"	2.50	2.65	Cloves, Zanzibar,	"	22	25 1/2
Caustic soda 76%,	"	3.00	Pittsburgh,	"			Nutmegs, 105s,	"	38	48
Chlorofrom,	"	30	Antimony, ordinary,	"			Ginger, Cochin,	"	14	14
Cocaine, Hydrochloride,	"	8.00	Copper, Electrolytic,	"			Pepper, Lampung, black,	"	32 1/2	24 1/2
Coco Butter, bulk,	"	40	Zinc, N. Y.,	"			" Singapore, white,	"	47	54
Codliver Oil, Norway,	44.00	27.00	Lead, N. Y.,	"	6.40	7.65	" Mombasa, red,	"	23 1/2	10 1/2
Cream tartar, 99%,	lb	26	Tin, N. Y.,	"	68 1/2	60	SILK: Italian Ex. Clas.,	lb	6.45	6.50
Epsom Salts,	"	2.50	Timplate, Pittsb'hd, 100-lb. box,	"	5.50	5.50	Japan, Extra Crack,	"	5.81	5.10
Formaldehyde,	"	11 1/2	MOLASSES AND SYRUP:				Common,	"	1.00	1.05
Powdered,	"	33	Blackstrap—bbls,	"	13 1/2	13	Ordinary Mediums,	"	38	41
Root,	"	12 1/2	Extra Fancy—bbls,	"	67	58	Ky., W. Va., etc.: Three-eighths Blood Unwashed,	"	44	46
Menthols, cases,	"	4.25	Syrup, sugar, medium,	"	27	20	Quarter-Blood Combing,	"	43	45
Morphine, Sulph., bulk,	"	7.85	NAVAL STORES: Pitch,	bbl	10.00	8.50	Texas, Scoured Basis:			
Nitrate Silver, crystals,	"	39 3/4	Rosin, "B",	"	10.10	10.40	Fine, 12 months,	"	1.05	1.10
Nux Vomica, powdered,	"	12.00	Tar, kiln burned,	"	16.00	15.50	Fine, 8 months,	"	90	98
Quicksilvers 75-lb. flask,	-122.00	91.25	Turpentine,	gal	61 1/2	86	California, Scoured Basis:			
Quinine, 100-oz. tins,	lb	40	OILS: Cocoonat, Spot N. I. lb,	"			Fine Staple Choice,	"	1.05	1.10
Locchele Salts,	"	22	Crude, tks. f.o.b. coast,	"	8 1/4	10 1/2	Half-Blood Combing,	"	95	98
Sal ammoniac, lump,	"	11 1/2	China Wood, bbls, spot,	"	19	12	Fine Clothing,	"	90	98
Sal soda, American,	100	90	Crude, bbls. f.o.b. coast,	"	17	10	Pulled: Delaine,	"	1.08	1.15
Saltpetre, crystals,	"	7 3/4	Cod, Newfoundland,	"	63	60	Fine Combing,	"	92	98
Sarsaparilla, Honduras,	"	53	Corn, crude,	"	8	13 1/2	Coarse Combing,	"	65	67
Soda ash, 58% light,	100	13.25	Cottonseed,	"			California Fine,	"	1.00	1.10
..... benzote,	"	50	Crude, tks. at Mill,	"			WOOLEN GOODS:			
"	"	4.90	Extra, 11-oz.	"			Standard Clay Wor., 16-oz. yd,		3.05	3.25
YESTUFFS—Ann. Can.: Ib.	34	42	Extra, 6-oz.	"			Serge, 11-oz.		2.27 1/4	2.32 1/4
.....	"	8 1/2	Extra, No. 1,	"			Serge, 6-oz.		3.17 1/4	3.32 1/4
Cochineal, silver,	"	94	Extra, No. 1,	"			Extra Fancy Cassimere, 18-oz.		1.95	2.85
.....	"	71	Linseed, city raw,	"			36-in. all-worsted Panama,		57 1/2	62
.....	"	15	Neatsfoot, pure,	"	13 1/2	16 1/2	36-in. all-worsted Panama,		55	62
		16					Broadcloth, 54-in.		4.12 1/2	4.32 1/2

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STATISTICAL RECORD

Latest Week:	1927.	1926.
Bank Clearings	\$9,438,131,000	\$8,738,050,000
Crude Oil Output (bbls)	2,495,300	2,010,500
Freight Car Loadings	1,016,803	1,039,070
Failures (number)	370	341
Commodity Price Advances	37	27
Commodity Price Declines	27	35
Latest Month:		
Merchandise Exports	\$415,000,000	\$387,974,000
Merchandise Imports	378,000,000	397,912,000
Building Permits	255,846,500	291,998,000
Pig Iron Output (tons)	3,387,370	3,481,428
Unfilled Steel Tonnage	3,456,132	3,867,976
Cotton Exports (bales)	1,129,537	519,732
Cotton Consumption (bales)	694,193	635,896
Dun's Price Index	\$182,794	\$189,335
Failures (number)	1,852	1,730

† Daily average production.

* Domestic mill consumption.

It is natural to witness a decrease in the business mortality at this season, and the May returns provide no exception to the usual trend. The reduction in the number of commercial failures in the United States from the April total is 6 per cent., and the falling off in the liabilities approximates 25 per cent. In recent preceding months, however, the indebtedness was exceptionally heavy. When a comparison is made with the statistics for May of last year, less favorable results are shown. Thus, there is a rise of a little more than 7 per cent. over the defaults of the earlier year, while the increase in the liabilities is about 12½ per cent. Yet, in point of number of insolvencies, some increase is not unnatural, in view of the fact that the larger total of firms and individuals in business enhances the possibilities of financial embarrassment.

As was expected, the monthly index number shows a reversal of the commodity price trend. Following declines during each preceding month this year, DUN's compilation for June 1 reveals an advance of a little less than 2½ per cent., which is the largest change recorded for some time. At \$187.221, representing the cost per capita of a year's supply of commodities in wholesale markets, the present figure is at the highest level since January 1, this year, and compares with \$188.072 a year ago. The rise last month was principally in breadstuffs, which increased sharply as a result of materially higher prices for wheat and corn and some other cereals. Yet the clothing group moved upward again, chiefly because of the further advance in the quotation for raw cotton and the notable strength of hide markets. Comparing with the pre-war basis, the current index number is up 56.4 per cent., but it is about 29 per cent. under the high record of May 1, 1920.

The continuance of firm rates for call money this week was not surprising, in view of the month-end settlements. Fully \$500,000,000 was distributed in interest and dividends, and the banks called loans rather freely for a time. This had the natural effect of holding up the quotation for day-to-day accommodation, 4½ per cent. being named during most of the week. A year ago, however, the market temporarily reached a basis of 5 per cent. It is the consensus of opinion in banking circles that at least slightly lower rates for money will prevail soon, and the rise in stock prices went unchecked. The entire list has not participated in the upward movement, but the shares of not a few representative railroad and industrial companies have shown consistent strength, with trading active. Daily average sales have been in excess of 2,000,000 shares, which is a much larger volume of business than was witnessed a year ago.

One fact stands out prominently in the present steel trade situation, and that is the well-sustained consumption. It is true that new business has recently diminished, but *The*

DURING a period when a seasonal contraction of business activity is occurring, there is the anomalous condition of increased firmness in commodity prices. Not only is the monthly index number higher, but the excess of advances in DUN's list has widened, being more marked this week than for some time. In this movement the rise in foodstuffs is the outstanding feature, yet some other products, among them hides and leather, cotton goods and certain metals, also are stronger, and there is a more general resistance to declines. Such a phase, however, does not imply any actual or prospective change in the character of demand, and the fact that many prices are relatively low should not be disregarded in considering the greater reluctance of sellers to make additional concessions. With profit margins already unusually narrow in various instances, the point apparently is being reached in different quarters where a further lowering of wholesale quotations may not be witnessed, despite the cautious attitude of buyers. Some indication has lately appeared of more economical purchasing by consumers, but the aggregate distribution of goods, as measured by railroad freight traffic, remains at a very high level. It has been reduced by the great floods and by the coal strike, now in its third month, yet a belated turn for the better in the weather in some sections has quickened the sale of seasonable merchandise. In view of the extreme backwardness of the Spring, together with other adverse influences, the volume of trade has held up remarkably well, while recessions in the principal manufacturing industries, where they have occurred, have been gradual. The results for the first half of this year may not, as a whole, equal those of 1926, but business generally has shown a gratifying stability, and the continued buoyancy of the stock market is a significant phase. Moreover, the insolvency record is not strikingly unfavorable, and bank clearings at some of the most important cities show gains over even the exceptionally heavy totals of a year ago.

Iron Age states that the decrease is in volume rather than in number of orders, and the rate of decline, moreover, is not marked. Some falling off at this season is quite in line with the usual experience. The monthly report of pig iron output always is a matter of interest, and the May returns show a drop in the daily average of about 4½ per cent. from that of April. This is a larger reduction than occurred a year ago, yet the indicated make thus far this year is not far below the very high total for the corresponding period of 1926. In the steel end, mill operations have shown comparatively little change, except for the contraction in the South.

The adverse influence of the backward Spring has been reflected in dry goods markets, although the recent turn to more favorable weather has tended to quicken retail dis-

tribution. The cotton division has continued to be the leader in point of activity, and the further rise in the price for raw material has caused some additional advances in manufactured products. Broadly considered, however, signs of hesitation in textile lines have increased, especially in sections where special factors have had a repressing effect. The great floods in the Mississippi Valley not unnaturally have hurt trade there, while the purchasing power in the bituminous coal regions has been reduced by the strike that is now in its third month. Reports of more economical buying by consumers, especially of men's clothing, have lately been heard, there apparently being greater resistance to continued high prices. As a whole, output of textiles is being held close to the actual demands for consumption, and accumulations of supplies are said to be materially less than has been the case at this season in several years.

GENERAL BUSINESS CONDITIONS

Eastern States

BOSTON.—Although there has been an improvement in the principal industries, their rate of activity still is below that of last year, and with the falling off of retail sales, due to unfavorable weather, business during the past month in most lines has been from 5 to 10 per cent. below the average of the last two years. Bank clearings alone, in Boston have shown a steady gain. Cotton goods prices have been advanced again, and the market is moderately active. Print goods are in fair demand, and ginghams are selling better, but the most calls are for sheetings and a few lines of specialties.

The wool market is looking forward to improved conditions. Current orders though small, as a rule, are frequent, and a fair volume of wool is moving. The principal call is from the woolen mills and the carpet lines. Receipts of wool are moderate with consumption figures below those of last year. Sales of the women's wear lines still are light, but there is a better demand for the men's lines, and overcoatings are quite active. Some mills are running overtime, but the general level of activity is only fair. Wool prices are firm. Worsted yarns are selling a little better, and there is a slightly firmer tendency in the market. Prices also are firmer in cotton yarns, with more activity noted, particularly in the staple numbers.

Building lumber is quiet. Spruce prices have been reduced and are steady at present quotations. Current demand for brick, lime and cement is somewhat below last year's figure. Hardwoods are active, with prices advancing. Building permits in New England last week amounted to \$8,827,000 as compared with \$15,263,000 for the corresponding week last year. Chemicals are moving well, the best demand coming from the cotton mills. Paints have been slow, due to the wet weather. Shellac is increasing rapidly in price.

Hides have again advanced and leather is following, with increases of 1c. in sole leather, and from 1c. to 5c. in upper leathers. Other lines also are firmer, and the market for all lines of leather is active. A few manufacturers are busy but most factories are quiet. Retail distribution of boots and shoes has been small during the month, though wholesalers to the end of April were about 2 per cent. ahead of the record of last year. Department stores made good gains during April, but in May sales were below last year's figures.

PHILADELPHIA.—Backward weather conditions have affected adversely the movement of seasonal merchandise, especially women's apparel and men's furnishings. Some goods, however, have been able to withstand the unfavorable influence, this being true particularly of hardware and jewelry. Sales of the former, including cutlery, have been well up to the volume for the first four months of 1926. Sales of jewelry for the same period show a gain, in many cases running as much as 9 per cent. ahead. The demand for diamonds and diamond jewelry, such as plaques on sautori chains of delicate workmanship, bar brooches and

circle brooches, flexible bracelets and watch bracelets continues excellent, but prices have advanced slightly. While small jewelry, diamond set, is selling well, the interest in card jewelry is waning.

The cotton yarn market continues uneven, with some sales of fair size reported. The wool market has been showing an improvement, with some activity noted in new wools. Clothing manufacturers report that sales in various territories are good, and they are looking forward to a busy season. In April, the volume of business in the shoe trade went ahead of the total for the comparative month in 1926, but since the first of May operations have slowed down a little.

The output of paper is keeping up well with that of last year, and prices are growing quite a bit firmer, especially on heavy wrapping grades. There has been a slight improvement in the demand for furniture, with interest chiefly in the cheaper grades of merchandise. Business in the automobile equipment trade is running slightly in excess of the record of this time a year ago. The selling cost, however, is quite a bit higher. There has been a slight decrease in the building industry, although considerable new business is now being figured by architects. The price of materials is easing somewhat, but labor is holding steadfast to the union scale. Manufacturers of plumbing supplies are booking more orders than they did a year ago, and report firmer prices, particularly for brass and copper goods. Demand for iron and steel improved somewhat during the week.

PITTSBURGH.—Retail trade continues in moderate volume, while jobbing trade is rather slow. The movement of dry goods is not up to normal. Men's and women's wearing apparel are not very active, while millinery is in fair demand. Shoe sales are fairly numerous, but chiefly for filling in stock. Seasonable lines of hardware are fairly active, but garden hose is not selling at a normal rate, due to the rather rainy season thus far. Increased demand is noted for lumber and building material, and considerable residential construction is evident in this district. Jewelry is not up to normal in volume of sales for the season. Grocery jobbers continue to transact a somewhat less than normal volume of business. There is no particular change in collections, which average rather slow.

Industrial operations show the customary seasonal contraction, and are probably not much below the rate prevailing a year ago. The rate of operation of electrical equipment plants is being well maintained. Buying of sanitary and heating equipment is showing slight improvement. The glass industry continues in a rather unsatisfactory condition, with plate glass demand much better than that for window glass. Crude oil production continues at a higher rate than consumption, but seasonal increase in gasoline is evident. Efforts to curtail production have thus far not met with much success.

The recent decision of the Interstate Commerce Commission, allowing a reduction in freight rates on coal from the Pittsburgh district to the Lakes, has resulted in more opti-

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miam among local coal operators, but will not be effective for two months. Trade in this district is still very quiet, and prices have shown little change. Western Pennsylvania grades are quoted per net ton at mines as follows: Steam coal, \$1.30 to \$1.90; coking coal, \$1.80 to \$2; gas coal, \$2; steam slack, \$1.25; and gas slack, \$1.40 to \$1.50.

BUFFALO.—Weather conditions have not been favorable for retail business the past week, and sales of seasonable goods preceding Decoration Day were disappointing. Sales of straw hats has, as yet, hardly commenced, and merchants are awaiting warmer weather to unload Spring merchandise. There is little to encourage the retailer in placing orders for other than present requirements. As a result, the majority of merchants are maintaining a conservative position, and hand-to-mouth buying is resorted to as a measure of protection against changes and price reductions. Liberal advertising is resorted to generally in an effort to force sales, and is meeting with only a fair response. The larger stores appear to be doing the bulk of the business, and the burden falls on what might be called the community stores which are unable to compete in price and variety.

There is some movement of camping and sport goods, and there apparently is plenty of money for what might be called luxuries, but at the expense of necessities, which are governed by actual needs. The wholesaler also is conservative in his buying, as he now is in direct competition with the mills which offer him little protection in the way of sales. Road and mail orders are coming in for moderate amounts, with frequent duplications. There appears to be a waiting attitude on the part of the retailer as to what the warmer weather will develop. His hopes now are centered on a good Summer business to make up in part, at least, for a falling off in Spring sales. Building is moving along quietly, mostly in residence construction. Prices, as a rule, are being well maintained.

Southern States

ST. LOUIS.—The volume of sales during the month of May fell considerably below those for the corresponding period last year, the chief influencing factor being the flood conditions along the Mississippi Valley, low temperatures and continuous heavy rains. Throughout the important trade territories, great property damage was suffered and agricultural operations were brought to a standstill or seriously delayed. Generally, the result has been a substantial reduction of purchasing power. The flood stages have now passed and, with the recession of waters, normal conditions are being restored rapidly, but due to storms and continued rains, but little progress is being made in preparation of the soil for planting crops, repairing buildings and farm equipment damaged by high water.

Activities in the large industrial centers also have been marked by unevenness and irregularity and wholesalers dealing in lines for ordinary consumption, report a shrinkage in orders for future delivery, the one exception being boots and shoes. Retail trade in both city and country has been disappointing. Merchants report good shopping results during the few days of clear weather, but there were not enough such days to change the decreasing volume of sales. Iron and steel activity has been below the rate of a month ago. General employment showed but little change, seasonable gains in certain activities about counterbalancing losses where curtailment was in progress. In spite of interruptions, due to floods, railroads continue to report heavy freight traffic.

BALTIMORE.—The general business situation has continued practically unchanged during the week, with the weather still an unfavorable factor. Manufacturing operations are apparently less affected than is the distribution of merchandise both at wholesale and retail. The backwardness of the season is hampering the normal development of trade in agricultural regions, but in the coal-mining sections business is fairly satisfactory. Steel mills are operating on an 85 per cent. basis, and there has been some advancement in prices, which fact is stimulating better buying. Rolling mills are still running full time to fill booked orders from foreign quarters. The oil industry does not show much improvement. Overproduction of the crude product depressed prices considerably, and quotations still

lack stability. Building operations still are below the level of the May, 1926, figures, but there are evidences of gradual betterment. At present, there are no labor difficulties in the industry here, but some authorities foresee a rise in the cost of building, owing to higher wages which are being demanded by building tradesmen in some other large centers.

Although the bituminous strike has now been effective since April 1, the mines in this State are non-unionized and the employment situation in the industry is good, despite a decrease in output, owing to a slackened demand. Automobile distributors report trade to be below expectations, despite the fact that there have been some recent price cuts. Accessory houses are busy and tire dealers are transacting a fair trade. Prices in the last mentioned division are fairly well stabilized for the present, owing to the non-fluctuating quotations in the crude rubber market. Meat-packing establishments report no improvement, and some plants are operating at 60 per cent. capacity only. High cost of livestock still is the deterrent factor, and the outlook is not promising.

Although there has been some improvement in the agricultural implement trade, buying still is backward. Local shipyards are fairly busy, and there is a good demand for marine hardware. Other lines, such as minor agricultural implements, garden tools, wire fencing, etc., are moving fairly well. The fickle weather still is hindering the free movement of paints and wallpaper, although current business is better than that at the corresponding 1926 period. Electrical supply houses say that business is only fair. Keen competition still is rampant in this line, and net returns on capital invested in the industry are unsatisfactory. General machinery is moving only fairly well, but manufacturers of specially designed machines are busy.

Grain receipts are only moderate, but elevator stocks are heavy and shipments light. Prices evidence a weakening tendency, in sympathy with Western declines. Local livestock market is quiet. Arrivals of both cattle and hogs are light, and prices continue steady. Canned goods are moving better than last week, due to prevailing low quotations. The number of canners who will not operate this season, together with the cuts in acreage seem to promise some reduction in the 1927 packs. Spinach packers have been slashing prices to the advantage of the buyers. Most of the crop already has been packed. Canned bean market is strong, but beets are weak. Canned corn is in good demand, but canned peas and tomatoes are not selling well.

Receipts of fresh vegetables continue heavy, but offerings are absorbed readily, and prices have undergone little change during the week. Reductions and advances have been unimportant. Old potatoes are steady and new potatoes have fluctuated but little. Watermelons and cantaloupes have appeared in the market, but prices of both are high. Georgia peaches are arriving and strawberries are in abundance. Live poultry market is draggy, and prices show a downward trend. Old hens are being neglected, and the young Springers are not sufficiently large to satisfy the buyers. Butter market is quiet and receipts have exceeded demand. Eggs have firmed slightly, despite a decline in receipts.

LOUISVILLE.—Sales, except in the flooded districts in the South, have increased in volume, as compared with the record of 1926, and collections, with the same exception as to territory, have been generally satisfactory. General hardware trade is gaining over the volume of last year, and agricultural implements are in increased demand as the season advances, although excessive rains, and in some localities floods, have delayed farming operations. Harness and saddlery trades are active, and dry goods sales show decided improvement.

Elevator manufacturers have had a notable increase in orders since the first of the year and are running full capacity. Foundry business is quiet, but tank and boiler orders have been increasing in number. Wholesale drug sales are about 10 per cent. ahead of the total of last year for the first quarter. Lumber trade is a little quiet at present, but volume thus far is larger than it was last year. Paint manufacturers report satisfactory conditions, except in certain localities. Grain business has been dull, and receipts small, due to urgency of belated farm work, but demand recently has been increasing, and prices are higher. Department store sales are a little off, as compared with those of 1926.

NASHVILLE.—Jobbing trade generally is not up to normal conditions, especially in dry goods, shoes and notions. Wholesale grocery houses report that they are doing only fairly well. This condition has existed for several months, and country merchants apparently are purchasing sparingly, and are not inclined to replenish their stock to any great extent. There seems to be more activity in the purchase of automobile accessories, tires, etc. Retail trade is moving with a rather sluggish tendency, and the volume is not up to that for the same period of last year.

Manufacturers generally report that the demand for their products does not justify running on full time. Farmers are considerably behind on their work, on account of unsettled weather and late Spring, there having been an excessive amount of moisture. The general tone of building is not so satisfactory as it was in 1926, due partly, to the fact that an unusually large amount of building was under construction last year, probably the largest for several years. There has been a sufficient number of buildings completed to satisfy the demand for this year.

Western States

CHICAGO.—The business week began with a typical post-holiday lull, certain seasonable retail lines proving the exception to the rule under the spur of better weather. There is, however, a more cautious feeling apparent, and executives seem disposed to watch the effects of the continued rains on crop planting and other agricultural operations. A growing consumer reluctance to make further expensive commitments by the instalment plan also is reported.

Building permits for the month, on a basis of incomplete reports with one day missing, were several million dollars below the \$30,709,000 for May, 1926. Current wholesale distribution of dry goods is reported slightly less than for the week preceding and the corresponding week of 1926, with road sales about on a par with those of a year ago; collections were a little slower. The first large mail order house to report showed a 4.43 per cent. decline in its May sales.

Conditions showed little change from those of the preceding week for the packing trade. The livestock markets opened strong after the holiday, with most grades of cattle registering advances of 10c. to 15c. Hogs were firm on moderate trading. Packer hides were strong in an advancing market. Butter was steady and eggs lower on the local mercantile exchange, following the three-day suspension in trading.

Building materials moved actively, particularly for concrete aggregate and plastering items. Coal showed a firmer undertone in the wholesale trade, with advances of 5c. to 10c. talked of for bituminous grades. Retail trade was fair for the season, with Pocahontas in best demand.

CINCINNATI.—Trade for this district enters the new month with a fair degree of activity and with promise of continuance of present conditions, excepting in those lines where seasonal influences may have a restraining effect. Building permits for May aggregate a total cost of \$4,437,000, compared with \$3,800,000 during the same month last year. A gain of about 17 per cent. is registered for the five months' period. Price advances in hardwoods have caused buyers to hesitate in placing commitments, though opinion prevails that the market will stabilize at somewhat higher levels. Resulting from flood conditions mill stocks of lumber are at a comparatively low point.

Trade remains quiet in the furniture line. Factories operate on about a five day a week basis and reports from dealers show little or no improvement in retail sales. Manufacturers of brass goods report a little falling off in orders, this being seasonal and recession is less marked than it was a year ago at this time. Plants in this line are being operated around 75 per cent. of capacity.

The market in cotton goods shows increased firmness, an occasional bright day stimulating buying though, in the main, weather conditions have been a deterrent factor. General retail business is fair. Sales are holding up with department stores, and warmer weather will give added impetus to sales of Summer apparel.

CLEVELAND.—The general trade situation shows little change this week. In some retail lines there has been a slight falling off in sales, especially in men's and women's

wearing apparel and kindred lines. Jobbers and retailers are getting ready for the Summer business, and normal trade is expected in most lines. Staple commodities continue slow, but prices show little change. The automobile industry continues somewhat uneven; the production of the lower-priced cars has dropped, although the official announcement last week of a prominent manufacturer as to production plans has clarified the situation.

Demand for the higher-priced cars continues fair. The truck market reflects no marked change from last month. Automobile accessories continue in good demand. The production of tires and tubes continues at close to capacity, with prices holding firm. The building trades report more activity, with prices for brick, lumber and other construction material consistent. The iron, steel and metal industries continue to show slight reduction in volume from that of last year. The lessened earnings of the railroads this year have reduced their buying capacity, but this has been partly offset by demand for sheet and structural steel. Coal production in Ohio is off, pending the settlement of the miners' strike, but sufficient coal is available to meet all immediate needs, with no change in price, as a whole.

COLUMBUS, O.—Conditions in general locally and throughout Central Ohio continue fair, but there appears to be a tendency to show an improvement. Weather conditions have been unsatisfactory, but it is expected that with some real Summer weather both the wholesale and retail lines will improve. In the dry goods line, sales still seem to be lagging, and collections are very slow, but some little improvement was noted the past week. A year ago, wholesale dry goods houses were anticipating lower prices, and profits were sacrificed to unload merchandise before prices dropped. This condition, however, does not apply now.

Jobbers of electrical goods report generally satisfactory sales, a goodly number of new accounts have been opened since the first of the year. The volume of business, however, still appears to be a little less than it was a year ago. Collections are reported as satisfactory, as a whole, and it is expected in this line that a good volume will be enjoyed during the balance of the year. Grocery business is a little off, most jobbers reporting a decrease in sales, as compared with those of last year. Collections in this trade are fairly good.

Wholesale general merchandise jobbers report that sales for the first quarter of 1927, compared with those of 1926, show an increase of about 4½ per cent. Prospects look bright. Most of the concerns have their inventory lower than it was a year ago, and from tonnage pushed through, a number of shipping departments indicate that the present month will run ahead of the total for the same month in 1926.

DETROIT.—Retail trade is being retarded to a considerable extent by unfavorable weather conditions and, while merchants are adequately stocked, seasonable merchandise has not yet started to move with the desired freedom. The general volume of business is somewhat below that of a year ago, but a pick-up in demand is anticipated with settled weather. Prices are about normal. In wholesale and jobbing quarters, the demand presents a somewhat uneven aspect, with buying confined chiefly to immediate requirements or for filling-in, and the general trend is along conservative lines.

In industrial quarters, factory operations are proceeding, but working forces are not entirely full, and the general trend is not toward top production, particularly applicable to the automotive lines, and plants closely allied to this commodity. Other manufacturers in staple products report a fairly good turnover, but the general trade tone appears more or less cautious.

MILWAUKEE.—The month of May was unusually cold and wet and retarded considerably retail business in wearing apparel. Everything considered, however, retailers did a good volume of business and, with anything like seasonable weather, look for an active trade during the next few weeks. Otherwise, the situation continues favorable. Building permits are keeping up better than was expected, permits being in excess of the total for the same period a year ago, with prospects favorable.

Shoe manufacturers report business good, the more important factories reporting a good or better volume than

they had a year ago, and the leather industry also shows an improvement. Hosiery manufacturers continue to do a good business, and clothing makers are fairly well employed. Various industries kindred to the building trades, such as paints, sashes, doors, blinds and plumbing supplies are fairly busy.

In the steel and iron industries, there is a continued demand for skilled labor, a possible exception being in the machine tool trade. Labor in general is quite well employed, with a small surplus of unskilled labor in some trades. This is being absorbed rapidly, however, by outdoor activities. Lumber manufacturers also report better business, with prices firm. This is due, in part, to the flood, and the same reason is assigned to an improvement in food-stuffs, with a firming of prices.

MINNEAPOLIS.—As usual at this season of the year in this territory, the attention of the business world is focused upon the progress and prospects of the grain crop. Except that the acreage of Spring wheat has been cut down, and the planting of grains delayed by excessive rainfall, prospects at this time appear excellent. The recent advance in the price of wheat has not been fully reflected in flour quotations, and has had a tendency to stop cancellation of flour contracts, also stimulating sales to some extent. Flour production has been about normal for recent years. There is said to be a more noticeable feeling of optimism among farmers than for some years past, reflected to some extent in increased sale of farm lands and in a slightly increased movement of staple commodities. The benefit appears to be slight, but it is distributed quite evenly among jobbers of dry goods, wearing apparel, hardware, farm equipment, foodstuffs, and kindred items.

Pacific States

SAN FRANCISCO.—Business for the last half of May showed considerable improvement, with the large stores reporting sales more nearly normal in volume than for some time. Buying of Summer merchandise is active, a number of new shops are starting, and there are indications, as the season progresses, of a more favorable turn to the general business situation.

Figures published recently regarding the exports of canned and dried fruits from San Francisco during 1926 show \$14,119,713 as the value of the former, and \$18,507,170 as the value of the latter. Raisins, apples, peaches and miscellaneous dried fruits showed increases in quantity of exports over the figures of 1925. The largest increase was in dried apples, from 5,426,993 pounds in 1925 to 11,136,033 pounds in 1926. The United Kingdom was the best customer for raisins and prunes, and for canned apricots, prunes, pears and pineapples. The Netherlands was the heaviest purchaser of dried apples. Germany took the largest quantity of dried apricots and peaches, and the Dutch East Indies lead in the exports of cherries, canned apples and applesauce.

LOS ANGELES.—With retailers generally, there appears a determined effort to increase the turnover and to cut down stocks, many merchants doing a large business without taking adequate profits, and also permitting assets to run too much to extended credit. Leading manufacturers of women's undergarments report working at full production, with considerable increase in volume of sales, on a profitable basis.

Wholesalers report silks slightly on the upward trend. Crockery, chinaware, and also chemicals indicate normal business. Fresh meats and provisions are slowing up a little, on account of the warm weather. Smoked meat sales are reported good. Automobile and automobile truck distributors report sales increasing since April 1. An important factor in the general business situation is the continued ease in the money market.

KANSAS CITY.—May was rather unsatisfactory as regards sales, but while the totals probably showed less than for the preceding month, it is generally felt that conditions are fair to normal. Country trade has been slow lately, because of planting activities. In the city, sales have continued below expectations, because of lack of usual employment expansion. Houses that have been soliciting for Fall trade report that the prospects for business are fairly good, probably as good as they were at this time a year ago.

PORTLAND.—The backwardness of the season is having a quieting effect on several retail lines, particularly wearing apparel, while other classes of merchandise, especially food products, are moving fairly well. Jobbing trade is about normal in volume for this time of year, but many buyers are limiting their purchases to present wants. Hopes for future improvement are based on the better outlook in the lumber industry, and the excellent cereal crop prospects.

The lumber demand continued good during the week and, as mills have kept production down, there is no surplus accumulation; prices are on a stable basis. For the first twenty weeks of the year, the cut has been nearly 600,000,000 feet less than in the same period last year. The Atlantic Coast market appears to be in a healthy condition and the California cities are taking a heavy footage. Car material, though orders are light in volume, is holding up well in price and several large building schedules are expected shortly. Domestic timber orders are plentiful. The export market, which for a time was affected by financial troubles in Japan, is getting under way again. An increasing number of placements have been made by the Japanese, and the cargo mills have sufficient cuttings on their books to keep them busy until the middle of June. All the other foreign markets except China are buying in normal seasonal volume.

West Coast fir mills during the week produced 71,531,242 feet, and booked orders for 81,249,687 feet. Business for rail delivery amounted to 40,544,792 feet, domestic cargo orders totaled 28,292,700 feet, export orders 9,597,441 feet and the local trade bought 2,814,754 feet. Shipments were 79,441,557 feet. Unfilled orders amount to 297,824,988 feet, a decrease of 2,505,260 feet for the week.

Export wheat business closed in the past week was mainly in new crop parcels. Not enough old wheat is available to permit other than small offerings abroad. The new crop has been benefited by general rains, but growth is slow because of low temperature. Although the season is backward, the prospects are for a large crop and growers seem to be assured of good prices. The flour market has advanced sharply with wheat, but there has only been a moderate increase in business. The fruit crop is making slow progress and all varieties need warmer weather.

A larger amount of Oregon wool was sold during the week and prices scored a further gain. Eastern buyers, however, are limiting their purchases to the best grades and for the present the heavy wools are neglected. Clips from Eastern Oregon are beginning to reach local warehouses for storage to await later sale.

SEATTLE.—Sales of automobiles in this district were valued higher for the week ending May 13 than those for any week recently. The number of cars sold, however, totaled only 561, which is but average. The value of the sales aggregated \$480,441. There were 75 new residences put under construction during the last week. Construction for the month will be maintained on a fairly high level. Sales of farm implements have been slow. The season has been quiet. Prices are on about the same level as they were a year ago. State road-building has not attained any large proportion, and camps and mills are only moderately active.

A total of 435,410 cars of produce originated in the territory of Washington, Oregon and Idaho north of the Salmon River during the four months of this year. A decline of 2.4 per cent. is shown from the total for the corresponding period of 1926 when the aggregate was 466,421. April loadings were 123,596 cars, against 130,279 for the same month last year, and 119,000 and 118,000 for the like month of 1924 and 1923, respectively.

Dominion of Canada

MONTREAL.—The late dull overcast skies, with a temperature lower than normal and frequently heavy rainfalls have not proved altogether conducive to trade activity. It is now considered likely that some of the larger city stores may consider the advisability of instituting sacrifice sales, with the object of reducing slow-moving stocks of Summer dry goods and general apparel. Moderation in buying still is more or less in evidence in the wholesale dry goods lines, with a fair aggregate of business, however. Jobbers of general woolens still are disposed to complain of a lack of ac-

(Continued on page 14)

SEASONAL DECLINE IN FAILURES

Fewer Commercial Defaults than in Any Month
Since Last November

THE reduction in the number of commercial failures in the United States which has been in progress since the end of last January, following the usual trend, continued during May. With 1,852 defaults, last month's total is 6 per cent. below that for April, and is approximately 25 per cent. under the number for January, which, as previously indicated, marked the high point for this year. When comparison is made with the returns for May of the two immediately preceding years, however, increases are shown. The rise over the 1,730 insolvencies of a year ago is a little more than 7 per cent., while there is an increase of 4.8 per cent. over the 1,767 failures of May, 1925. The falling off from April to May, last year, was about 11½ per cent., and two years ago it approximated 9 per cent. Hence, the present record is less favorable, both actually and relatively, than that for May of both 1926 and 1925. Yet it is not strikingly adverse, considering recent factors which might conceivably have brought about a distinctly higher commercial mortality, such as floods and inclement weather, and it also is to be remembered that the larger number of firms and individuals in business enhances the possibilities of failure.

The liabilities of the May defaults—\$37,784,773—show decided improvement over the large amounts of recent months. The decrease from the April total is some 29 per cent., while there is an even greater contraction from the indebtedness for March. On the other hand, last month's liabilities exceed by about 12½ per cent. the \$33,543,318 of May, 1926. An interesting feature of the statistics is the fact that approximately 46 per cent. of last month's indebtedness was supplied by defaults for \$100,000 or more in each instance, which is a lower ratio than the 49 per cent. provided by the similar class of failures in May, 1926.

LARGE AND SMALL FAILURES—MAY

No.	Manufacturing			Under \$100,000		
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.
1927....	444	\$13,801,558	24	\$7,881,051	420	\$16,920,507
1926....	437	16,157,115	25	11,081,805	412	5,075,310
1925....	400	18,183,856	30	12,650,367	370	5,533,489
1924....	507	17,756,977	35	10,815,300	472	6,941,677
1923....	401	16,686,434	21	10,832,944	380	5,853,490
1922....	508	13,958,773	37	6,515,220	471	7,443,553
1921....	294	13,566,725	34	8,685,109	260	4,881,616
1920....	135	5,053,683	9	3,484,307	127	1,569,376
1919....	165	7,997,719	17	5,397,097	148	2,600,620
1918....	243	4,340,250	9	2,111,119	234	2,229,131
1917....	343	4,939,547	10	1,625,869	333	3,313,678
1916....	384	5,192,040	7	1,360,170	377	3,831,870
						10,164

Trading						
No.	Liabilities.	No.	Liabilities.	No.	Liabilities.	Average.
1927....	1,292	\$19,977,866	24	\$7,018,702	1,268	\$12,959,164
1926....	1,216	15,709,760	23	4,729,457	1,193	10,980,303
1925....	1,286	15,819,957	18	3,390,602	1,268	12,439,355
1924....	1,215	15,346,023	15	2,414,825	1,200	12,931,198
1923....	1,069	18,959,619	23	7,295,474	1,044	11,664,145
1922....	1,377	25,446,464	31	11,320,099	1,346	14,126,365
1921....	988	19,351,037	25	7,742,734	963	11,608,303
1920....	363	4,479,950	6	1,444,546	357	3,035,404
1919....	310	2,779,326	2	500,000	308	2,279,326
1918....	572	3,853,095	1	300,000	571	3,552,095
1917....	895	6,057,723	6	960,432	889	5,097,291
1916....	1,017	10,134,979	4	3,713,437	1,013	6,421,542
						6,339

All Commercial						
No.	Liabilities.	No.	Liabilities.	No.	Liabilities.	Average.
1927....	1,852	\$37,784,773	56	\$17,362,392	1,796	\$20,422,381
1926....	1,730	33,543,318	51	16,497,171	1,679	17,046,141
1925....	1,767	37,026,552	56	18,098,769	1,711	18,927,733
1924....	1,816	36,590,907	59	15,237,423	1,757	21,353,482
1923....	1,530	41,022,277	51	22,597,428	1,479	18,424,849
1922....	1,960	44,402,886	77	21,560,758	1,883	22,842,128
1921....	1,356	57,066,471	67	39,404,183	1,289	17,662,283
1920....	547	10,826,277	17	5,825,853	530	4,997,424
1919....	531	11,956,651	22	6,537,599	509	5,419,052
1918....	880	13,134,672	16	5,638,197	864	7,496,475
1917....	1,296	11,771,891	16	2,586,301	1,280	9,185,590
1916....	1,482	19,466,436	13	8,215,389	1,469	11,251,047
						7,659

When the May insolvency statistics are examined according to occupation, it is seen that the rise in the number of defaults from the total for a year ago occurred chiefly in the trading division and in the class designated as "other commercial," which includes agents, brokers, etc. The manufacturing failures changed but little, being 444 last month, against 437 in May, 1926, but there were 1,292 trading failures, compared with 1,216, and the insolvencies in other commercial lines rose to 116, from 77 in May, last year.

The separation of the returns by branches of business

shows fewer defaults than a year ago in eight of the fifteen manufacturing classifications, while in one—woolens, carpets and knit goods—the number is the same for both years. The groups in which numerical decreases appear are machinery and tools, cottons, lace and hosiery, clothing and millinery, paints and oils, printing and engraving, milling and bakers, leather and shoes and harness, and tobacco, etc. As to the manufacturing liabilities, reductions also are shown in eight instances, these being the same classifications that reveal declines in the number of insolvencies. On the other hand, the trading division discloses increases in a majority of cases, both as to number of failures and amount of indebtedness. The only numerical decreases are in groceries, meat and fish, tobacco, etc., paints and oils, and hats, furs and gloves, while smaller liabilities are shown only for groceries, meat and fish, hotels and restaurants, furniture and crockery, and books and papers.

FAILURES BY BRANCHES OF BUSINESS—MAY, 1927.

Manufacturers	Number			Liabilities		
	1927	1928	1925	1927	1928	1926
Iron, Foundations and Nails	10	6	8	\$317,848	\$46,110	
Machinery and Tools	18	32	30	566,100	4,505,687	
Woolens, Carpets & Knit Goods	3	3	10	32,000	23,700	
Cottons, Lace and Hosiery		4			717,042	
Lumber, Carpenters & Coopers	72	57	30	3,306,005	1,118,816	
Clothing and Millinery	38	63	51	451,491	1,558,451	
Hats, Gloves and Furs	6	3	7	87,100	30,900	
Chemicals and Drugs	5	3	1	219,129	9,000	
Paints and Oils	1	2	1	2,500	44,348	
Printing and Engraving	19	22	23	159,210	541,555	
Milling and Bakers	23	40	44	154,428	810,305	
Leather, Shoes and Harness	8	12	14	1,185	418,145	
Tobacco, etc.	4	9	8	23,240	2,890,380	
Glass, Earthenware and Brick	10	5	11	205,500	32,000	
All Other	227	176	162	8,157,251	4,494,222	
Total Manufacturing	444	437	400	\$13,801,558	\$16,167,115	

TRADERS

General Stores	85	81	105	\$2,524,088	\$579,528
Groceries, Meat and Fish	279	322	280	2,763,930	3,431,525
Hotels and Restaurants	82	82	91	827,757	1,138,944
Tobacco, etc.	28	30	22	109,477	107,954
Clothing and Furnishings	189	136	166	2,346,629	1,602,109
Dry Goods and Carpets	93	92	101	3,484,629	1,997,652
Shoe, Rubbers and Trunks	74	53	65	716,945	714,313
Furniture and Crockery	67	55	59	702,468	772,604
Hardware, Stoves and Tools	35	34	46	607,119	421,953
Chemicals and Drugs	52	41	49	641,448	452,418
Paints and Oils	4	7	7	71,500	57,786
Jewelry and Clocks	34	14	31	824,438	316,075
Books and Papers	12	12	9	104,563	151,436
Hats, Furs and Gloves	5	6	11	74,400	65,967
All Other	253	251	253	4,179,251	3,896,506
Total Trading	1,292	1,216	1,286	\$19,977,866	\$15,709,766
Other Commercial	116	77	81	4,005,349	1,676,443
Total United States	1,852	1,730	1,767	\$37,784,773	\$33,542,318

Automobiles and accessories, May, 1927: Manufacturers 20, liabilities \$232,681; trading 36, liabilities \$851,686; total of all 107, liabilities \$1,804,410. Manufacturers include all branches of the industry; trading includes all accessories and filling stations, and the total also includes garages, bus lines, etc.

Record of Week's Failures

WITH the returns covering five business days only, owing to Monday's holiday, the number of failures in the United States this week naturally shows a reduction from last week's total for six days. The number this week is 370, against 449 last week, and it compares with 341 defaults for five days a year ago. The South shows quite an increase this week, and it is due to the larger number of insolvencies in that section that this week's total is above the number for a year ago. There is a small decrease in the East and a considerable reduction on the Pacific Coast, while the West shows only a slight rise.

The number of failures in Canada this week is 46, against 30 last week and 41 defaults reported a year ago.

Section	Five Days June 2, 1927		Week May 26, 1927		Week May 19, 1927		Five Days June 3, 1926	
	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East	70	98	98	157	83	134	69	102
South	63	126	57	115	72	118	37	34
West	56	95	76	127	66	123	54	92
Pacific	23	51	28	70	36	69	27	73
U. S.	212	370	254	449	257	444	187	341
Canada	21	46	15	30	19	35	15	34
* Week.								

Owing to the well-sold position of rayon yarn producers, it is expected that further advances will be made in July. Consumption of rayon by cotton goods mills and underwear factories has been very large this year.

SALES OF ELECTRICAL GOODS

Distribution Slightly Less than That of a Year Ago, and Prices are Somewhat Weaker

THE following summary of conditions in the electrical supply trade was compiled from reports received from branch offices of R. G. DUN & CO.:

BOSTON.—There are a number of important manufacturers of electrical apparatus in this territory and, as a rule, their sales have been slightly less than last year's in volume. Collections are good, as a rule, though there has been a tendency toward slowness on the part of the smaller customers during the past few weeks. This is an important distributing center, but jobbers have found their sales off from 5 to 15 per cent., as compared with those of last year to this date.

It is expected that there will be a shrinkage in sales to contractors for the balance of the year, but that this will be made up, to a large extent, by increases in the commercial and household lines. There has been a decrease in price level since last year of from 5 to 10 per cent. Radio is, at this time, practically at a standstill, but the new regulations are expected to improve business for the Fall. Although it was expected this Spring that there would be a serious curtailment of purchasing by the public utility concerns, a satisfactory volume of business was received from them. Some falling off in orders from this source is again expected. Collections are fair.

PHILADELPHIA.—Thus far, the electrical supply trade is somewhat below the volume of sales recorded for it at this time a year ago. In general, sales are said to be about 10 per cent. under last year's figures for the first quarter. Demand continues fair, however, with supply good.

Prices are somewhat lower than they were a year ago, with a tendency towards lower levels. It is said to be purely a buyer's market. While the outlook for the next month or two is not exactly encouraging, it is thought that business will be good during the early Fall.

ALBANY.—For the past eight months, there seems to have been a normal demand for electrical supplies, with a tendency towards a slight drop in prices. Aggregate sales are reported about the same as those for the corresponding period of a year ago. There has, however, been a marked falling off in the past two months, reasons being attributed to climatic conditions. The radio season has extended fully one month longer than usual, and prices seem to hold, with a tendency toward an increase in prices, due to improved models. Jobbers are carrying a normal stock in all lines, with deliveries prompt. Collections are reported as slow.

BUFFALO.—Dealers in electrical supplies report a normal business, and in some cases a volume of sales in excess of the record of a year ago. The establishment of new electrical lines throughout the country has created an increased demand for electrical supplies and household equipment. Mechanical electrical goods are showing a normal demand, but prices, as a rule, are being well maintained. Both production and distribution of general electrical goods are said to be on a par with the totals of last year.

ST. LOUIS.—Manufacturers report production of electrical supplies about the same as it was for a like period of last year, but distribution has been somewhat less. Prices have not changed to any great extent. Jobbers are finding difficulty in keeping up volume of sales, due to unfavorable weather conditions affecting the building industry. The fan business has been somewhat retarded for the same reason. Collections are fair. The first six months are likely to make an unfavorable showing, on the whole, but it is expected that general improvement will be shown for the last half of the year.

BALTIMORE.—The electrical industry here is in only a fairly satisfactory condition, and current trade is below that for the corresponding 1926 period. There is less demand now than was the case last Fall for heavy equipment, such as motors, transformers, etc., and household electrical appliances are not moving very briskly. The weather also is operating as a deterrent influence, restricting sales of

ventilating devices, particularly fans, and electrical refrigerators. Furthermore, recession of building operations which began late last Fall lessened the trade of houses specializing in wiring and general construction work, but there recently has been some improvement in the latter division. Radio sets and equipment are less active than earlier in the year.

Keen competition among local jobbers continues to restrict profits and net returns on capital invested in the industry are not satisfactory. This condition has obtained locally for the past two years. Factory shipments are prompt and, with efficient railroad transportation, wholesalers are not inclined to carry stocks as large as formerly, so that present inventories are subnormal. Electrical products are not manufactured to any extent in this city.

Prices have been quite well stabilized since early in the year. There have been no advances and only unimportant recessions. While the present trend is slightly downward, no consequential drops are anticipated in the immediate future. The most recent decline was quotations on incandescent lamps.

CLEVELAND.—The sale of most of the staple electrical supplies is slightly less than the total for the same period of last year. An officer of a jobbing concern doing a general business in this district estimates that sales are about 10 per cent. less this year, but adds that jobbers will, no doubt, increase sales of equipment materially during the next sixty days, due to the recent settlement of the labor strike of the local electricians.

Some lines of electrical apparatus are doing well. There is much activity in the electric iceless refrigerating business, retail dealers getting ready for the Summer business and are doing cooperative advertising. A new company manufacturing equipment of this kind recently was started with headquarters here. There is probably a slight increase in sale of merchandise on instalments, including portable lamps, electric irons and ironing machines, washing machines and electric ranges. There is the usual late Spring slump in the sale of radio supplies and accessories.

The two large electric public service companies doing business in this section of Ohio have established departments for the sale of various household electrical appliances, and report very satisfactory results. The demand for better artificial light has resulted in larger sales of improved bulbs, and the manufacturers made a general reduction of about 10 per cent. in glass equipment of this kind in February, the reduction being passed on to the consumer.

One of the leading electrical manufacturing companies having a number of plants in northeastern Ohio, in releasing its financial statement recently, reported the fiscal year ended March 31 as the largest in volume of sales in its career.

DETROIT.—General trade conditions locally have affected this line as well as others, and while there has been a good demand during the past year, there has been a slowing up latterly, and conditions at present are not all that might be desired by houses directly interested. The extensive building and construction work going on here during the past two or three years has resulted in a good turnover in this line, but much of this work has been or is being completed, and the demand has, consequently, fallen off in proportion. There still are some fairly large projects under way, and some about to be let. There is comparatively little large apartment house or hotel construction under way at this time and this also holds good in the larger-sized residences, resulting in a material lessening of demand for electrical goods.

Prices have been firm in these lines, and supplies are ample, with collections averaging fairly good to prompt. The present trade tone is quiet, with improved conditions hoped for. It is expected that more interest may be shown later in electrical labor-saving devices, particularly for home use, than is now evidenced.

MINNEAPOLIS.—Wholesalers and jobbers report that sales since the first of this year are slightly below those of the corresponding months last year. Buying throughout the Northwest continues on a very conservative basis, and stocks are quite low. There has been a somewhat better demand during the last ten days, and dealers are optimistic regard-

(Continued on page 15)

FIRMNESS IN MONEY CONTINUES

End-of-Month Settlements Have a Strengthening Effect on Call Loans

THE money market was firm all week, with call loans quoted at 4½ per cent., and the banks withdrew about \$75,000,000 from the market. Time money was unchanged at 4½ to 4¾ per cent. The firmness in demand funds was considered the result of special conditions caused by operations incident to the turn of the month, and a return of easier rates is looked for in coming weeks. Fully \$500,000,000 in dividends and interest was distributed around June 1, and the banks had called loans in heavy volume in preparation for these disbursements. Toward the last of the week it was apparent that these funds were beginning to flow back into the market for reinvestment, producing a more normal relation between supply and demand. The international gold movement has virtually ceased, no developments having occurred since the sale by the Federal Reserve banks of \$40,000,000 of the metal to France. The market is still waiting to gauge the effect of the June Treasury financing, which will include the sale of \$200,000,000 of long-term 3% per cent. bonds on a cash basis in connection with the retirement of short-term obligations, and an offer of 3% per cent. bonds in exchange for the outstanding Second Liberty bonds, to a total of about \$1,700,000,000.

The foreign exchange market displayed very little activity. Sterling ruled at steady levels, the tone being improved by the conclusion of French gold purchases in London, though it was indicated that such purchases might be renewed soon. The French franc was held at the pegged level, the heavy flow of capital to France being offset by sales of their own currency made by official French agencies.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Sterling, checks...	4.85%	4.85%	4.85%	4.85%	4.85%	4.85%
Sterling, cables...	4.85%	4.85%	4.85%	4.85%	4.85%	4.85%
Paris, checks...	3.90%	3.90%	3.90%	3.91%	3.91%	3.91%
Paris, cables...	3.91%	3.91%	3.91%	3.91%	3.91%	3.91%
Berlin, checks...	23.69	23.69	23.69	23.68	23.68	23.68
Berlin, cables...	23.70	23.70	23.70	23.70	23.70	23.70
Antwerp, checks...	13.89	13.89	13.88	13.88	13.88	13.88
Antwerp, cables...	13.90	13.90	13.89	13.89	13.89	13.89
Lire, checks...	5.48%	5.49%	5.49%	5.59%	5.54%	5.54%
Lire, cables...	5.47%	5.50	5.50%	5.60	5.55	5.55
Swiss, checks...	19.23%	19.23	19.23	19.22	19.21	19.21
Swiss, cables...	19.24%	19.24	19.24	19.24	19.23	19.23
Guilder, checks...	40.03%	40.02%	40.03	40.02	40.02	40.02
Guilder, cables...	40.04%	40.03%	40.04	40.04	40.04	40.04
Pesetas, checks...	17.57	17.56	17.54	17.55	17.52	17.52
Pesetas, cables...	17.58	17.57	17.55	17.57	17.54	17.54
Denmark, checks...	26.70	26.71	26.71	26.70	26.70	26.70
Denmark, cables...	26.71	26.72	26.72	26.72	26.72	26.72
Sweden, checks...	26.75%	26.75%	26.74	26.75	26.75	26.75
Sweden, cables...	26.76%	26.76	26.75	26.77	26.77	26.77
Norway, checks...	25.95	25.98	25.98	25.97	25.97	25.97
Norway, cables...	25.96	25.98	25.98	25.99	25.99	25.99
Greece, checks...	1.30%	1.28	1.28	1.32	1.32	1.32
Greece, cables...	1.31%	1.29	1.31	1.33	1.33	1.33
Portugal, checks...	5.14	5.14	5.14	5.14	5.14	5.14
Portugal, cables...	5.15	5.15	5.15	5.15	5.15	5.15
Montreal, demand...	100.09	100.05	100.02	100.03	100.03	100.03
Argentina, demand...	42.38	42.38	42.36	42.31	42.31	42.31
Brazil, demand...	11.84	11.84	11.84	11.81	11.81	11.81
Chili, demand...	12.01	11.99	11.99	12.10	12.10	12.06
Uruguay, demand...	100.68	100.89	100.79	101.37	101.37	101.30

* Holiday.

Money Conditions Elsewhere

Boston.—Total loans of the member banks of the Federal Reserve Bank of Boston in the leading New England cities have increased slightly since the third week of April, when total loans were lighter than at any time during the past twenty months. Net demand deposits increased during the latter part of April and the first two weeks of May, but declined materially during the third week of May. Security investments have been increasing. Discounts for member banks have increased considerably, most of the paper coming from Boston. The reserve ratio declined during the week from 78.8 to 75.7 per cent. Call money remains at 4½ per cent., with commercial paper selling at 4 to 4½ per cent.

St. Louis.—Money rates and credit conditions have undergone little change during the week. Important mercantile lines report fairly satisfactory collections. They are liquidating their loans as due, but also are borrowing in about a like volume. There has been less than the seasonal call for funds for agricultural purposes, and live-stock loans show excellent liquidation. As consequence, commercial bank deposits are holding up well. Milling interests have decreased loans, but packers and the lumber industry have increased. Quotations on prime commercial loans are 4½ to 5 per cent. Interbank

loans are 5 to 5½ per cent., and cattle loans stay quite close around 6 per cent. The Federal discount rate remains at 4 per cent.

Atlanta.—Banks report no change in money conditions. There is a fair demand for seasonable loans. Rates average 5 to 6 per cent. Deposits are holding up well.

Chicago.—Money is steady, with no change in recent conditions or rates, except for a slight firming of call money over the month-end. Quotations at the beginning of the week were: Commercial paper, 4 to 4½ per cent., and collateral and over-the-counter loans 4½ to 5½ per cent.

Cincinnati.—Money conditions are unchanged. Funds are in good supply, with demand active for investment purposes, while industrial and commercial wants are in fair request. Rates range from 5 to 6 per cent., with 5½ per cent. the ruling quotation.

Cleveland.—The demand for money for commercial and industrial purposes continues even at rates of 4 to 5 per cent. The Federal Reserve Bank at Cleveland reports an increase in note circulation of \$3,000,000. The reserve ratio on May 25 was 78.2.

Minneapolis.—The general demand for money continues fair, and ample funds are available for legitimate business requirements. Commercial and industrial loans are quoted at 4½ to 6 per cent. Commercial paper is 4 to 4½ per cent. Discounts at the Federal Reserve Bank during the week decreased \$1,178,000. The note circulation showed a decrease of \$1,180,000, and total reserves decreased \$203,000.

Kansas City.—Week before last, many of the country banks were borrowing for needs of farmer customers, but last week demand was smaller. Rates remained unchanged. At the Federal Reserve Bank, there was a slight decrease in discounts, but no change of moment was noted, in comparison with the statement of last week.

Bank Clearings Exceed Last Year's

BANK clearings this week at leading cities in the United States of \$9,438,131,000 exceed those of a year ago by 8.0 per cent. Much of the gain is at New York City, where settlements continue very heavy, clearings of \$6,251,000,000 for the short week being 13.1 per cent. larger than those of the corresponding week of last year. For leading centers outside of New York, the total of \$3,187,131,000 shows a decrease of only 0.7 per cent. Increases appear at Pittsburgh, Buffalo, Chicago, Detroit, Cleveland, Kansas City, Los Angeles, and some other centers, but most of the gains are small. Losses continue scattered, however, and in addition to some of the Southern cities declines are reported this week at leading Eastern centers.

Figures for the week and average daily bank clearings for the year to date are compared herewith for three years:

	Five Days June 2, 1927	Five Days June 3, 1926	Per Cent.	Five Days June 4, 1925
Boston	\$44,000,000	\$457,250,000	- 2.9	\$389,443,000
Philadelphia	495,000,000	500,000,000	- 1.0	540,000,000
Baltimore	86,935,000	94,440,000	+ 7.9	99,305,000
Pittsburgh	163,319,000	150,683,000	+ 8.3	148,736,000
Buffalo	48,233,000	46,492,000	+ 3.7	49,437,000
Chicago	713,452,000	712,562,000	+ 0.1	758,348,000
Detroit	151,304,000	147,074,000	+ 2.9	119,305,000
Cleveland	108,672,000	100,445,000	+ 8.2	106,710,000
Cincinnati	60,516,000	73,713,000	- 17.9	62,054,000
St. Louis	133,000,000	143,600,000	- 7.4	148,000,000
Kansas City	115,900,000	111,600,000	+ 3.9	115,100,000
Omaha	35,333,000	34,252,000	+ 3.2	39,820,000
Minneapolis	61,536,000	67,453,000	- 8.8	84,763,000
Richmond	39,982,000	37,418,000	+ 7.9	39,561,000
Atlanta	42,767,000	43,514,000	- 1.5	46,371,000
Louisville	81,389,000	30,000,000	+ 4.6	21,819,000
New Orleans	46,195,000	40,269,000	+ 14.7	47,769,000
Dallas	37,574,000	30,627,000	+ 22.7	33,415,000
San Francisco	155,400,000	165,900,000	- 6.3	157,100,000
Los Angeles	144,800,000	141,179,000	+ 2.6	149,655,000
Portland	31,775,000	34,771,000	- 8.6	33,395,000
Seattle	40,049,000	38,808,000	+ 3.3	38,529,000
Total	\$3,187,131,000	\$3,210,050,000	- 0.7	\$3,226,743,000
New York	6,251,000,000	5,528,000,000	+ 13.1	5,752,000,000
Total All Average Daily	\$9,438,131,000	\$8,738,050,000	+ 8.0	\$8,978,743,000
May	\$1,597,975,000	\$1,521,480,000	+ 5.0	\$1,521,020,000
April	1,602,693,000	1,587,962,400	+ 0.9	1,488,451,000
1st Quarter	1,654,409,000	1,657,622,000	- 0.2	1,525,111,000

Buying of burlap has been light, without any material change in prices. Reports indicate that the total yield of jute for the crop year about ending is going to prove to be much larger than any of the early estimates.

On the present basis of consumption, the auto trade will take in excess of 227,512,000 pounds of tire fabrics, the volume used last year. In the first three months of this year, 59,000,000 pounds were consumed.

REPORTS ON COLLECTIONS

Boston.—Local department and specialty shops reported a slowing down of collections during April. In fact, April has been a poor month for collections during the last four years. The same tendency is noted by the New England department stores taken as a whole. The wholesale grocers reported collections 4.3 per cent. slower than they were a year ago, but shoe wholesalers have noted a steady improvement. Since the first of the year, however, collections have shown a tendency to improve the showing for May being about 0.7 per cent. better than it was in April.

Portland, Me.—Reports here show that collections are slower than they have been for some weeks.

Hartford, Conn.—There was but little improvement in collections during the week.

St. Louis.—As compared with the record of last week and for the corresponding week a year ago, collections have shown a distinct recession. Results in the country were considerably less favorable than those in the larger cities. Some slowing down, as compared with the showing of recent months was noted in coal-mining areas.

Providence, R. I.—Although collections with retail merchants are slow, they are fair to good, in general.

Philadelphia.—Most of the collection reports received during the week show that slowness is the general rule.

Pittsburgh.—In the main, collections continue slow.

Buffalo.—Payments improved slightly during the week, but many trades continue to report them slow.

Baltimore.—The collection situation is practically on a par with that of last week's returns, although still somewhat subnormal. In the majority of cases they are classed as satisfactory, only three trades reporting them to be dilatory.

Atlanta.—Generally, collections continue fair.

Louisville.—Except in the flooded districts of the South, collections have been generally satisfactory.

Nashville.—Collections both in the city and country have not been satisfactory for several months.

Newark.—In several lines of trade, collections are inclined to be slow.

Dallas.—In spite of the fact that collections during the week were somewhat slow, they continue fairly satisfactory.

Oklahoma City.—The majority of trades report collection conditions not better than fair.

Jacksonville.—Most reports received during the week show that collections still are slow.

New Orleans.—In most trades in this city, collections continue slow.

Chicago.—While they are no better than fair, collections are fully up to the showing of the comparative week a year ago.

Cincinnati.—While the general average of collections ranges from fair to slow, some instances of slight improvement are reported.

Cleveland.—Many mercantile houses note a satisfactory condition in collections, but the general run of payments still is rather slow.

Detroit.—Generally, collections continue slow to fair.

Milwaukee.—The majority of reports show that collections are only fair.

Indianapolis.—There has been but very little improvement in collections during the week, and they are considered not entirely satisfactory.

Minneapolis.—The bulk of the reports received during the week show that collections are fair to slow.

Omaha.—Reports on collection conditions during the week were not up to expectations, most merchants finding payments still somewhat slow.

Kansas City.—In spite of some improvement that was noted during the week, collections continue slow.

Denver.—Mercantile collections have been close to normal for the past few weeks, although the majority of wholesale houses still report them not better than fair.

San Francisco.—The week started with collections rather slow, but during the last day or two they have picked up considerably.

Los Angeles.—Despite a slight improvement, collections are not better than fair.

Seattle.—The general retail trade reports collections fair, while with wholesale merchants and instalment houses they are good.

Montreal.—As a whole, collections are qualified as about fair, though some houses report a moderate falling off, as compared with the remittances for April.

Quebec.—In most trades, collections are beginning to show an improvement.

Toronto.—For the week, payments are reported fair to good.

DROP IN STEEL OUTPUT SLIGHT

Incoming Business Slackens, but Production Around 75 Per Cent. is Maintained

THE loss in steel output has been slow, though the holiday at the opening of the week cut into operating schedules, particularly in some finishing departments. Ingot tonnages are still placed at 70 to 75 per cent. of capacity in the Pittsburgh district, it remaining to be seen whether this rate can be maintained, especially as incoming business still shows some irregularity. Railroad buying is reported slightly better, requirements for track supplies increasing, though new structural awards barely keep up to those of last year, and oil country goods are depressed on account of the crude oil situation. In the automobile and miscellaneous lines, much of current specifications are of the hand-to-mouth order, but in a volume that is fairly encouraging. Sheet rollers anticipate a fairly active month. Prices are holding, as a rule, to recent levels, subject to the competitive phases more or less in evidence. Merchant steel bars, structural shapes and plates at \$1.90 in the immediate Pittsburgh district are reported shaded in outside shipments. Sheet producers are holding to the recent advance.

In steel making materials, the market remains quiet and depressed, scrap, pig iron and coke all showing weakness. Heavy melting steel at Chicago is quoted down to \$12 and \$12.25, comparing with the Pittsburgh price of around \$15.25 to \$15.50 delivered. Standard furnace coke still is quoted at \$3 at oven, though offerings reported of distress tonnages at \$2.75 and possibly lower. Semi-finished steel remains practically unchanged, though on sheet bars intimations are given of a probable slight advance. Pig iron is moving mostly in car-load lots, significant contracts being lacking. Producers still hold that \$19, Valley, for Bessemer and \$18, Valley, for basic represent the minimum and that any lower figures would be under cost. Foundry iron No. 2 is quoted around \$18.50, Valley, transactions being rather limited. For May, the averages on pig iron tabulated by W. P. Snyder & Company indicate basic at \$18.20, Valley, and Bessemer at \$19.18, Valley.

Other Iron and Steel Markets

Buffalo.—Steel business is showing little activity, excepting for immediate requirements. No advance orders have been received for some time, and there is little in sight to warrant more than the present production of about 60 to 65 per cent. capacity. Prices, however, are being well maintained, and there is little indication of any change in this direction. Pig iron is sluggish, and is in demand only for actual requirements, prices ruling around \$21.

Chicago.—New buying was somewhat slower, with small tonnages forming the bulk of the bookings by Western mills. This is being carried to such an extreme that there is some talk of an extra charge for particularly small orders. Demand for finished steel generally was termed fairly satisfactory, with the exception of structurals, which were quiet. Plate buying was more active, with tank makers placing between 6,000 and 7,000 tons in the last week. Track material inquiry was heavier, although actual business was light. One railroad was reported in the market for about 3,000 tons of bars, shapes and plates for third quarter delivery. Car buying was slow, recent awards including 200 steel underframes and 18 passenger cars. Prices were easy, the \$2.10 quotation for soft steel bars being dropped. Ruling prices at the beginning of the week were: pig iron, \$2; hard steel bars, \$1.90 to \$2; soft steel bars \$2; shapes and plates, \$2.

Commercial Failures in Canada

THE record of the number of commercial failures in Canada for the month of May is the best for the period since 1920, while the liabilities also are smaller than for any May since that time, with the single exception of 1926. With a total of 135, last month's defaults compare with 152 a year ago, while the present indebtedness of \$1,802,947 contrasts with \$1,682,090 in the earlier year. Numerically, the high point for May was reached in 1922, with 308 insolvencies, and the maximum liabilities were reported in 1925, at more than \$6,800,000. The low level of number of failures for May was touched in 1919, with a total of 58 and the minimum in point of indebtedness was reached in 1920 at less than \$800,000.

HIDE MARKET RISE CONTINUES

Further Advances in Both Domestic and Foreign Stock—Calfskins Also Stronger

THE upward movement in hide prices continues pronounced. The latter end of last week light native cows and extreme light native steers reached 20c. on sales; previous to this, heavy native cows touched 18c. The light end continues the strongest, but strength is evidenced throughout the entire list and the packers are demanding additional advances on other selections, to conform with the sharp rise in light stock. Native steers, which last actually sold at 18c., are held at 20c., or in line with light native cows. Lights alone are preferred, and packers do not want to make a separate selection of these. Branded steers and cows are held higher, or at 18c. for heavy Texas and butt brands, 17½c. for Colorados and light Texas and up to 18c. for extreme light Texas and branded cows. Native bulls are higher, with clean-up sales East and West at 14½c. for April-May, including a few St. Paul's at up to 15c. and March salting regular points at 13½c.

Country hides reflect added strength each time the packer market advances, with good section and quality straight-weight extremes held at 19½c. to 20c., against recent sales reported at 19c. Buffs are higher, with trading reported at up to 17c.

Foreign hides are just as strong and advancing as domestics. Heavyweight interior Colombian Latin-American dry hides bring 26½c. readily, with some asking more. In Venezuelans, La Guayras sold up to 23c. River Plate frigorificos keep active. Further advances occurred in Argentine steers, which sold up to an equivalent of 19c. c. & f. sight credit, per pound.

Calfskins are stronger, following the sharp advance in packer light hides, but definite sales at increases are not yet reported. New York cities remain at \$1.75, \$2.10 and \$3.10 for the three weights, but bids of \$2.10 for 7 to 9-pounds, and \$3.10 for 9 to 12's are refused, with \$2.25 and \$3.25 asked, respectively. In Western stock, bids of 20c. formerly asked for regular 8 to 15-pound Chicago cities are refused, with 20½c. to 21c. asked. Packers are holding their May skins up to 23c. Kips are perhaps the strongest end of the entire raw stock list, and are very scarce in all sections and of all varieties. Some packer overweights quickly sold at 20c. and 21c. is now asked, with regular natives held up to 22c.

Leather Markets Continue Strong

TANNERS generally are advancing leather prices more rapidly, owing to the extreme hide advance. Sole leather producers are standing out firm for increases lately named, which are being realized in a number of instances. Belting leathers are generally stronger and higher, and upper leather producers are all firm at recent increases, with some further advances asked.

The general undertone of the sole leather market is very strong. Some of the Philadelphia producers are naming an increase of 4c. on Texas oak bloom bends, and tanners generally are quoting 2c. to 3c. higher all around on bends. One of the large tanners who put a 3c. advance on bends last week is now up fully 5c. from his price of a while ago. Large local tanners are quoting union trim cow hide backs at up to 45c. to 46c., tannery run, and hold at 51c., 49c. and 45c. for close trim scoured oak backs, as a basis for the best tanngages and selections.

Belting leathers are generally stronger and higher. Tanners will sell some stock on hand, but are withdrawing all offerings for future shipment. About an average of 2c. higher is quite generally quoted on rough butt bends.

In upper leathers, the principal feature seems to be indications of a good outlook for suede calf, which has been sampled very freely by metropolitan district manufacturers of women's high-grade shoes. This leather was well displayed at the recent Brooklyn manufacturers' style show, in lines entirely of suede and in combination with other leathers. It is said that some of the tanners specializing in suede are doing more business than for a long time. Recent business in patent leather in New York was somewhat interrupted by the style show, but is expected to improve soon.

Advances of 25c. a dozen on shirts and drawers and 50c. a dozen on union suits for Fall were made by some of the large knitters of cotton goods.

MODERATE TRADING IN TEXTILES

Cotton Goods Prices Advancing Under the Influence of Higher Raw Material

BUSINESS in dry goods, as a whole, has been moderate, with seasonable lines slow, due to cool and wet weather. Cotton goods have sold freely and have advanced in price, following another sharp rise in the raw material. The largest buyers have been the manufacturing and converting trades, the wholesalers still pursuing a policy of conservative operations for spot and future shipments. The retail movement in wash fabrics and other Summer goods has been less than is normal at this season.

In some sections of the country there is a noticeable hesitation in consumer buying. In the bituminous coal regions, where strike conditions have thrown people out of work, in some of the industrial centers where automobiles and automobile accessories are made, and in the flooded areas of the Mississippi Valley, the changed tone of purchasing is becoming more marked. Supplies to aid those who were affected by the floods have been bought freely by relief organizations.

Production is full in cotton goods, but sub-normal in silk and in wool goods and in garment channels. Hosiery and underwear mills are well employed. Finishing plants have been doing less in jobbing lines. The clothing industry is well employed in some sections, but not in others.

A supplementary floor covering season, including the manufacturers of fine wilton rugs, was opened this week. It is stated that textile output, as a whole, is being kept relatively close to consuming needs and that stock accumulations are much less than they have been at this period in some years. This is explained by the unwillingness of wholesalers or retailers to make large forward engagements, and by the greater attention being given by producers to the adjustment of supply to demand.

Steady Rise in Cotton Goods

FURTHER advances in cotton goods prices have been announced. Flannels have been advanced ½c. and 1c. a yard. Cheviots and other colored yarn goods are up 1c. a yard. Ginghams were advanced ¼c., and several constructions of print cloths and sheetings are ¼c. a yard higher. Bleached cottons, unbranded, were increased ¼c. a yard. Cotton duck discounts were shortened 5 per cent. Sales of print cloths and sheetings for the bag trades were in excess of production. Fine and fancy goods in the gray are advancing more slowly than the coarser goods, although the advance in long staple cotton has been very sharp and the rise in combed yarns has been greater than anything seen in several months. Cotton mill production is better sold ahead than it has been at this season for five years, and mills will be kept quite busy for the next two months, at least. There has been some let-up in night work and some machinery has been stopped when orders have expired, but single shift capacity is still being attained in cotton mill centers.

Business in wool goods has been slow, as a rule. Certain men's wear mills engaged on specialties are sold well ahead, but, in the main, the industry is not much more than 60 per cent. engaged, and trade in staple goods is light. Dress goods lines have been quiet, most of the business being on sheer or lightweight fabrics of a fancy or mixed character, flannels or some of the medium weight coatings.

Raw silk markets have been easy, but the movement to this country continues very large, and the hosiery mills are consuming a larger volume than ever before. Silk fabrics, as a whole, have sold below expectations for the Spring and Summer seasons.

Ladies' and children's hosiery have sold well, the volume of silk and mixed hosiery being disposed of being very large. Competition is close. Fancy hosiery for children sells better than the plain goods. Some of the heavy cotton underwear lines have been advanced in price.

Cotton Supply and Movement.—From the opening of the crop year on August 1 to May 27, according to statistics compiled by *The Financial Chronicle*, 18,458,583 bales of cotton came into sight, against 15,700,613 bales last year. Takings by Northern spinners for the crop year to May 27 were 1,752,668 bales, compared with 1,791,386 bales last year. Last week's exports to Great Britain and the Continent were 105,179 bales, against 81,721 bales last year. From the opening of the crop season on August 1 to May 27, such exports were 10,044,158 bales, against 7,219,143 bales during the corresponding period of last year.

STRENGTH IN STOCKS PERSISTS

Trading Continues Active, and More New High Price Levels are Reached

THE stock market was strong and active all week, with no change in the basic conditions that have governed transactions for the last month. Sales averaged in the neighborhood of 2,300,000 shares a day. As in recent weeks, the bulk of the activity was confined to the score or so of so-called market leaders, and these ranged uniformly higher. No news developed of a character to impress the market.

General Motors retained its market leadership, equaling its previous high record of 200, and other automotive securities were generally firm, but the greatest activity was in the railroad shares. New high records were established in a long list, including Baltimore & Ohio, Central of New Jersey, Rock Island, Colorado Southern, and others. The new United States Steel stock, resulting from the 40 per cent. stock dividend, came into the market, and late in the week was selling at around 125. Houston Oil furnished one of the features of the industrial section with an advance to its highest price of the year, and Baldwin Locomotive was another particularly strong spot. Important dividend actions included the passing of the usual dividend on Marland Oil, omission of the Lorillard Tobacco distribution, a reduction in the Tidewater Oil rate, and other readjustments.

The daily average closing quotations of sixty railway, ten industrial and five traction and gas stocks are appended:

	Last Year	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
R. R.	90.75	112.10	....	112.46	113.71	113.72	112.70
Indus.	111.40	153.04	....	153.78	154.58	154.47	153.14
Gas & T.	99.37	115.60	....	116.37	116.75	116.55	116.15

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending	Stocks		Shares	
June 3, 1927	This Week	Last Year	This Week	Last Year
Saturday	1,070,100	.....	\$6,141,000	.....
Monday	2,127,700	866,600	14,564,000	11,042,000
Tuesday	2,293,500	1,238,200	15,491,000	11,667,000
Wednesday	2,792,800	1,581,600	17,398,000	11,536,000
Thursday	2,794,100	1,587,500	18,015,000	11,613,000
Total	10,988,200	5,273,900	866,600,000	\$45,658,000

* Holiday.

Daily closing quotations (cents per pound) of cotton futures in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
July	16.82	16.71	16.77	16.59
October	17.18	17.08	17.15	16.98
December	17.43	17.34	17.39	17.20
January	17.50	17.41	17.34	17.24
March	17.69	17.60	17.64	17.44

SPOT COTTON PRICES

	Fri.	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
New Orleans, cents	May 27	May 28	May 30	May 31	June 1	June 2	May 27
New York, cents	16.22	16.59	16.59	16.59	16.56	16.56	16.22
Savannah, cents	16.75	17.05	16.95	17.00	16.95	17.00	16.75
Galveston, cents	16.20	16.53	16.41	16.48	16.45	16.45	16.20
Memphis, cents	16.50	16.95	16.85	16.90	16.85	16.90	16.50
Norfolk, cents	16.00	16.38	16.25	16.38	16.38	16.38	16.00
Augusta, cents	15.88	16.25	16.18	16.19	16.19	16.19	15.88
Houston, cents	16.30	16.65	16.55	16.60	16.55	16.60	16.30
Little Rock, cents	15.80	16.00	16.00	16.00	16.00	16.00	15.80
St. Louis, cents	14.75	15.00	15.05	15.25	15.25	15.25	14.75
Dallas, cents	15.40	15.75	15.65	15.70	15.65	15.70	15.40
Philadelphia, cents	16.75	17.00	17.30	17.20	17.20	17.20	16.75

* Holiday.

While linen producers are better engaged than they have been for a very long time, traders here are unwillingly following the advances that have been made in primary markets.

Wool goods mills that have made blue uniform cloths for years are finding that the very wide use of whipcord and other forms of cloths is cutting off their normal markets.

List of Investment Suggestions upon request

WELLINGTON & CO.

Members New York Stock Exchange
Members Pittsburgh Stock Exchange

31 Pine Street - - - - New York
Union Trust Bldg. - - - - Pittsburgh

Book on Department Store Organization

EARLY in the year announcement was made of the preparation of four volumes on department store organization. The first one, devoted to the organization of the chief executive and merchandise function, already has appeared and was reviewed in the February 5 issue of DUN'S REVIEW.

The second volume of this series has just been published. It is devoted to the financial, credit and control function of the modern department store. There are several chapters devoted to the functions of the treasurer's office, showing how he should receive, disburse and safeguard cash, and provide for future cash requirements. The credit manager's duties are described in detail, and the most satisfactory procedure for instalment accounts is discussed. The easiest way to handle statistical work is outlined carefully.

For the merchandise branch of the business, a plea is made for unified control under the general merchandise manager. The chapter on the treasurer deals with the functions of his office and the information which should be supplied to him. This chapter points out that in order to preserve the proper system of checks and balances, the payroll, the tube room, cashiering and incoming mail should be under the supervision of the treasurer.

The credit manager, it is stated, is fortunate as a store executive, inasmuch as his duties are fairly well understood. They consist of securing new accounts, passing upon applications for credit, handling the credit, authorizing the payment of money and collecting accounts outstanding. An entire chapter is devoted to "Procedure for Accounts Payable," and to "Procedure for Instalment Accounts." In the latter, reproductions are given of the application blanks and conditional contract of sales used by some of the largest department stores in the country.

The chapter on inventorying also is replete with illustrations of the forms used by the most enterprising firms in the country, and in the concluding chapter on expense planning and control tables are given of "Operating Expenses by Main Division and Functional Groups."

As a contribution to the subject of department store organization four books are to be written by Arthur Lazarus, C.P.A., the well-known author of "Stock Control in Department Stores," and "Vital Department Store Statistics."

DEPARTMENT STORE ORGANIZATION, Vol. II., by Arthur Lazarus, C.P.A. This is the second of a series of four volumes devoted to department store organization. This one takes up the financial, credit and control function. It is bound in stiff covers 5 1/2 by 8 inches and has 169 pages. Published by the *Dry Goods Economist*, New York. Price \$3.

Grain Prices and Movement

Daily closing quotations of wheat options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	1.53 1/2	....	1.49 1/2	....	1.49 1/2	....
July	1.49 1/2	....	1.48 1/2	....	1.49 1/2	....
September	1.40 1/2	....	1.46 1/2	....	1.47 1/2	....

Daily closing quotations of corn options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	98 1/2	....	97 1/2	....	97 1/2	....
July	1.01 1/2	....	1.00 1/2	....	1.04 1/2	....

Daily closing quotations of oats options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	51 1/2	....	50 1/2	....	1.07 1/2	....
July	53 1/2	....	53	54	54 1/2	50 1/2

Daily closing quotations of rye options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	1.19 1/2	....	1.12 1/2	....	1.16	1.13 1/2
July	1.18 1/2	....	1.14 1/2	....	1.09	1.10 1/2

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat		Flour	
	Western Receipts	Atlantic Exports	Western Receipts	Atlantic Exports
Friday	668,000	372,000	8,000	604,000
Saturday	875,000	147,000	31,000	763,000
Monday .....	.....	.....	.....	.....
Tuesday	1,581,000	604,000	5,000	1,574,000
Wednesday	919,000	73,000	31,000	872,000
Thursday	665,000	486,000	8,000	916,000
Total	4,708,000	1,682,000	83,000	4,729,000
Last year	4,074,000	1,893,000	194,000	5,910,000

According to Trade Commissioner Lynn W. Meekins, Canadian exports in February were valued at \$78,534,000 and imports at \$74,707,000.

GENERAL BUSINESS CONDITIONS

(Continued from page 7)

tivity. Orders are fairly numerous, but the volume of actual business really is light, quite a considerable proportion of orders received being for suit lengths. No general improvement has, as yet, developed in the clothing trade.

One prominent feature in the general trade situation is the development of pronounced strength in the hide and leather markets. Both South American dry hides and packer hides are reported to have advanced 25 to 30 per cent. from the late lowest point. In offal, sole bellies now are quoted up to 26c. for "A" quality, and shoulders at 36c., with light stocks available. Heavy crops and bends are correspondingly advanced. Boot and shoe manufacturers are moderately busy, and report a tendency in orders being received to more standard styles.

In the grocery trade, there is nothing especially new, the actual distribution being normal, with no notable variation in values. Teas of common grade are said to have eased off a little, owing to the rupture with Russia, which country always has been a large consumer. Teas of fine cup quality, however, still are very firmly held. Spring shipments of general hardware are now complete, and the volume of business is reported as satisfactory and ahead of that of last year. Prices are pretty well stabilized, except in the case of wire nails, in which line considerable cutting has been reported.

Converters of semi-finished steel are said to be better employed than they were last year, and some manufacturers of heavy machinery have large orders ahead. Local building operations continue of quite an active character, and there is a substantial consumption of paints, glass and kindred items.

QUEBEC.—Improvement in weather conditions has had a beneficial effect on retail trade. A prolonged continuance of warm days, however, is essential to satisfactory farm operations, as the season has been somewhat retarded for agricultural pursuits. Clothing, shoe, corset and millinery manufacturers are maintaining a steady stride, owing to the large number of new concerns that have been established throughout the district. There is little unemployment. Prices of farm products are fairly steady.

TORONTO.—The backwardness of the Summer season is a source of loss to many lines that are dependent upon seasonableness for ready distribution. Milliners, men's clothiers and garment makers have been affected adversely, but the general run of business shows a substantial development above that transacted in the first five months of 1926. Transportation companies catering for freight traffic have enjoyed a measure of prosperity, which is expected to develop more prominently as the year advances.

Farming prospects in Ontario are bright, and the crops now above ground present a healthy appearance and only the fear of late frosts darkens the future. In some districts, some loss was sustained by tomato growers, some of their early plants perishing through low temperatures. Hay sections report evidences of an abundant crop. Local concessionaires at amusement resorts complain regarding the smallness of the crowds attending, but expect to make up from now on. An extended holiday to commemorate the Confederation Act will, according to the views of quite a number of merchants, greatly stimulate the demand for innumerable lines of merchandise. Impressive building programs are under way in most of the chief centers, providing contractors with an adequate amount of work to keep them busy for the balance of the season. Speculative builders work cautiously, and while a number of subdivisions in outlying sections of Toronto are being exploited with very fair results, there does not appear to be any indication of overdoing the erection of residences. Realtors note a firmer market for desirable properties, particularly is this noticeable in the central areas, where prominent firms keenly compete for select locations.

The potential field for radio business developed considerably during the past year, as radio licenses for eleven months, ending February, 1927, numbered 207,328, as against 184,486 for the entire year ending March 31, 1926. Of the total issued licenses, 97,851 were registered for

Ontario. The textile and cordage industries were comfortably busy and furniture manufacturers are satisfied that they have practically eliminated competition for first-class furniture.

Trade Conditions at Newark

NEWARK.—More open weather and higher temperatures have favorably influenced retail distribution, but have not affected a full recovery, and dealers report a rather backward season to date, as relates to Spring and early Summer wearing apparel. The movement of men's straw hats has been slow. The demand for millinery, silks and fancy goods, including vacation requirements, is well maintained. Dealers in sporting goods have a good trade for the season. The sales of paints and varnishes are well sustained, and light hardware continues reasonably active.

Building operations are less active than at this time last year, but in the aggregate represent a large volume. A good portion of this consists of suburban construction and for residential use. Lumber and masons' material continue in steady demand, with but slight price change.

The industrial and manufacturing sections remain substantially unchanged, and are inclined to be quiet, with but few exceptions. Bank balances are relatively large, with money in ample demand at usual rates of interest.

APRIL BUILDING STATISTICS

	April.	1927.	1926.		April.	1927.	1926.
N. England	\$7,422,700	\$12,859,900		Wheeling	222,700	270,600	
Mid. Atl. .	28,985,900	30,820,200		Wilm'gton,			
Southern .	23,669,900	30,720,700		Del.	381,400	242,400	
Cen. West .	87,944,900	94,079,500					
Western ..	2,867,600	5,404,000					
Pacific ..	23,638,300	27,533,000					
Total	\$174,529,300	\$201,417,300					
	April.	1927.	1926.		April.	1927.	1926.
Boston ...	\$3,111,500	\$7,191,100		Akron ...	\$2,098,000	\$1,914,700	
Bridgeport	467,700	440,800		Canton ...	421,700	680,300	
Lawrence ..	69,100	280,500		Chicago ..	42,484,200	39,940,200	
Lowell ...	101,700	104,500		Cincinnati ..	2,821,600	2,800,700	
Manch'str,				Cleveland ..	4,223,800	3,123,300	
N. H.	599,900	163,600		Columbus,			
N. Bedford	139,600	316,500		Ohio ...	2,108,300	2,732,800	
N. Haven ..	913,900	1,152,300		Davenport ..	1,030,800	114,300	
Springfield,				Des Moines ..	255,600	251,700	
Mass.	618,900	725,300		Detroit ..	12,131,300	18,910,300	
Providence ..	1,400,400	2,485,300		Duluth ..	407,800	677,000	
N. England	\$7,422,700	\$12,859,900		E. St. Louis ..	260,000	286,000	
				Ft. Wayne ..	998,300	823,700	
	April.	1927.	1926.	Gd. Rapids ..	896,000	1,582,300	
Boston ...	\$3,111,500	\$7,191,100		Indian'p'lis ..	1,603,300	1,581,300	
Bridgeport	467,700	440,800		K. C., Kan.	252,200	350,400	
Lawrence ..	69,100	280,500		Milwaukee ..	4,803,600	4,384,300	
Lowell ...	101,700	104,500		Minne'p'lis ..	2,140,800	2,767,700	
Manch'str,				Peoria ..	302,400	385,100	
N. H.	599,900	163,600		Racine ..	312,600	270,200	
N. Bedford	139,600	316,500		St. Joseph ..	51,000	58,300	
N. Haven ..	913,900	1,152,300		St. Louis ..	2,285,800	3,196,200	
Springfield,				St. Paul ..	1,609,100	2,301,200	
Mass.	618,900	725,300		Saginaw ..	205,900	175,500	
Providence ..	1,400,400	2,485,300		Sioux City ..	143,500	204,900	
N. England	\$7,422,700	\$12,859,900		So. Bend ..	738,200	1,072,400	
				Springfield ..			
	April.	1927.	1926.	Ill.	202,700	287,700	
Albany ...	\$855,400	\$1,222,200		Superior ..	25,700	58,900	
Allentown ..	510,700	817,100		Ter. Haute ..	150,600	73,000	
Binghamton ..	239,600	248,800		Toledo ..	1,227,200	951,200	
Buffalo ...	3,557,300	2,745,400		Youngst'n ..	1,684,800	2,613,500	
Camden ..	606,200	993,500					
Erie ..	738,200	643,500					
Harrisburg ..	650,000	487,400					
Jersey City ..	515,600	1,790,100					
Newark ..	3,721,400	6,137,300					
Phila.	9,747,000	10,031,200					
Pittsburgh ..	2,145,200	2,211,100					
Reading ..	462,300	672,600					
Rochester ..	\$1,944,900	1,100,000					
Schen'tady ..	546,400	343,600					
Sr'c'ranton ..	1,767,100	632,500					
Sr'c'rus'c'e ..	1,613,800	973,600					
Trenton ..	688,300	425,000					
Utica ..	\$414,100	1,100,000					
Wilkes-B.	204,300	435,300					
Mid. Atl.	\$28,985,900	\$30,820,200					
	April.	1927.	1926.				
Atlanta ..	\$105,100	\$148,200					
Baltimore ..	\$2,980,400	1,100,000					
B'umont ..	761,600	275,200					
Birm'gh'm ..	2,320,900	2,300,900					
Charleston ..							
S. C.	28,600	19,000					
Columbia, S. C.	189,700	39,100					
Dallas ..	\$576,700	1,100,000					
El Paso ..	100,600	109,400					
Ft. Worth ..	951,200	1,039,600					
Houston ..	2,005,800	3,232,800					
Knoxville ..	566,500	1,943,100					
Little Rock ..	459,400	354,500					
Memphis ..	1,765,400	1,764,600					
Miami ..	8,419,500	3,101,000					
Muskogee ..	15,600	32,300					
Nashville ..	516,700	274,200					
N. Orleans ..	1,279,600	972,900					
Norfolk ..	268,700	216,100					
Richmond ..	1,482,000	1,413,100					
S. Antonio ..	306,600	771,200					
Tampa ..	479,300	2,963,300					
Tulsa ..	896,300	509,700					
Wash'ton ..	4,485,700	8,658,600					
	April.	1927.	1926.				
L. Angeles ..	\$8,805,500	\$10,230,200					
Oakland ..	1,891,700	2,134,200					
Portland ..	3,794,300	2,957,100					
Sac'mento ..	467,500	1,349,600					
S. Fran.	4,939,200	7,299,500					
Seattle ..	2,988,100	2,534,100					
Spokane ..	473,200	308,500					
Tacoma ..	278,800	719,800					
Pacific ..	\$22,638,300	\$27,532,000					
	April.	1927.	1926.				
New York City ..							
Manhat'n ..	\$22,644,900	\$23,271,300					
Bronx ..	19,641,000	22,208,800					
Brooklyn ..	16,072,400	25,068,300					
Queens ..	21,686,800	18,734,500					
Richmond ..	1,272,100	1,367,900					
Total	\$81,317,200	\$90,586,700					

SURVEY OF ELECTRICAL TRADE

(Continued from page 9)

ing future prospects, as quite extensive building operations are under way and in contemplation. Prices did not change much last year, and are steady at present. Collections in this line are slow to fair.

KANSAS CITY.—Representative jobbers report that sales for the year to date are slightly under those for a similar period last year. Conditions in this line are about the same as in other lines. Construction materials have been moving slowly, because of slack building activity, and Summer items have been backward, on account of moderate temperatures. Commitments by jobbers have been on a conservative basis. Opinion generally is expressed that the Fall business will be better. Collections are reported to have been about on the same average as they were last year.

DENVER.—Distributors of electrical supplies had registered a steady increase in sales for several years until the end of 1925. This was a result, in a large measure, to unusual activity in local and outside building operations. Although many were enabled to keep their turnover well up to normal in 1926, as a result of generally good crop conditions in this territory, some showed slight losses in sales, as a consequence of a decrease in building and construction work.

Of five representative large distributors, two claim increases in sales for the first quarter of this year, compared with the record for the same period last year, of 15 and 10 per cent., respectively. Two admit increases of 8 to 10 per cent. and 15 per cent., respectively, while the other registered a slight increase for the first four months of the year, despite the loss during January, February and March. This loss was more than made up during April, which was the largest month in the firm's history. The firms showing losses attributed them partly to having secured some large contracts during the early part of 1926. Those showing gains report turnover for May as not better than fair.

Although outlook for the remainder of the year is viewed as encouraging, with ample moisture auguring well for bumper crops, building continues in but moderate volume, so that no gains of moment are anticipated. Prices show no changes of consequence, other than a recent stiffening of quotations on large apparatus, and a slight decrease on standard wiring materials.

LOS ANGELES.—In this part of the country, electrical supplies have been in better demand than they were a year ago. Sales for the first four months show a gain in distribution of around 5 per cent., with the bulk of the increase recorded for household appliances. Just now, the radio branch of the industry is somewhat quiet, and doubtless it will continue in this state until after the vacation period.

Despite the increasing use and popularity of electrical supplies of all kinds, prices are nearly even with the level of 1926. The past month witnessed a slight decrease in several items, but they are not deserving of more than passing attention. No further recessions in quotations are anticipated in the near future, and supply doubtless will keep step or even exceed demand. Collections, as a whole, have been fair.

SAN FRANCISCO.—Sales of electrical equipment continue in fair volume, including power plant equipment, motors, and kindred items. In the building supply line, sales are running somewhat below those of last year, and there are complaints of the small profits, because prices are so close. Radio equipment is spotted, and dealers are careful about stocking up supplies that are not standard.

SEATTLE.—A program of street lighting in the Seattle central business district to cost in excess of a million dollars has been started by the city. Installation will require a year's time. Electrical motor and apparatus sales in the local field constitute a volume of business considered by the trade between fair and good. The volume includes motors for pumping plants in the agricultural districts, extensions and replacements in the lumber industry and general equipment.

Stocks in practically all lines are in good condition. Prices are stable. Specifications for paper and pulp mill installations are riveting the attention of the local trade. The merchandise volume is outstanding in this district, compared with sales of other electrical apparatus. The trade is optimistic for the remainder of the year, expecting a volume equal to that of 1926.

The level of prices is practically the same as for this time a year ago, and no change of consequence is expected. Increased activity in the lumber industry has resulted in many more queries regarding equipment, but buying has not started in good volume. The pulp and paper mill installations in this district are the main support of electrical distributors at this time.

DIVIDEND NOTICE

INTERNATIONAL PAPER COMPANY

New York, N. Y., May 25th, 1927.

The Board of Directors have declared a regular quarterly dividend of one and three-quarters per cent. (1 3/4%) on the Cumulative 7% Preferred Stock of this Company, and a regular quarterly dividend of one and one-half per cent. (1 1/2%) on the Cumulative 6% Preferred Stock of this Company, for the current quarter, payable July 15th, 1927, to holders of record at the close of business July 1st, 1927. Checks will be mailed. Transfer books will not close.

OWEN SHEPHERD,
Vice-President & Treasurer.

FRANK G. REED, President

SAMUEL J. GRAHAM, Sec'y & Treas.

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TO HOLDERS OF

SECOND LIBERTY LOAN BONDS

EXCHANGE OFFERING OF NEW
TREASURY BONDS

Notice is given of a new offering of UNITED STATES TREASURY BONDS, dated June 15, 1927, and bearing interest from that date at the rate of 3 1/2% per cent. The bonds will mature in twenty years, but may be called for redemption after sixteen years.

Second Liberty Loan bonds will be accepted in exchange at par. Accrued interest on the Second Liberty bonds offered for exchange will be paid as of June 15, 1927.

Second Liberty Loan bonds have been called for payment on November 15, 1927, and will cease to bear interest on that date. Holders of such bonds who desire to take advantage of the exchange offer should consult their bank or trust company at once. The exchange privilege will be available for a limited period only, and may expire about June 15th.

Further information may be obtained from banks or trust companies, or from any Federal Reserve Bank.

A. W. MELLON,
Secretary of the Treasury.

Washington, May 31, 1927.

Sales of cloths at Fall River last week were quite active, totaling more than 100,000 pieces, chiefly for delivery in the next two months.

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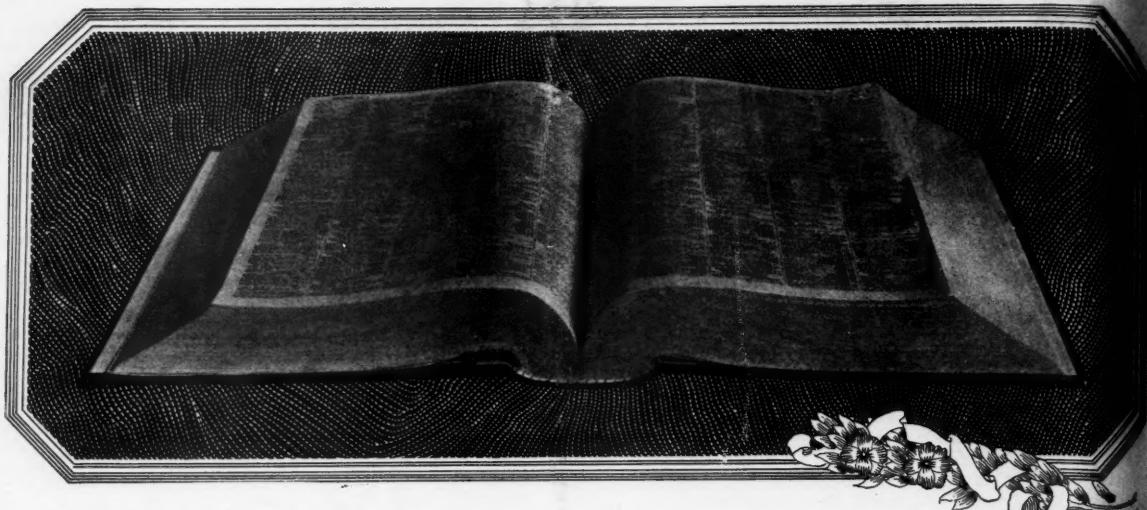
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